

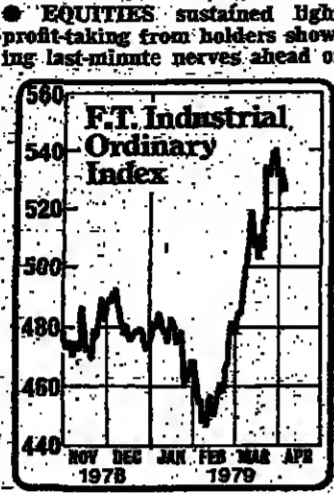
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NEWS SUMMARY

GENERAL: Thorpe given trial delay. The Old Bailey trial of former Liberal leader Jeremy Thorpe has been put back eight days so that Mr. Thorpe can defend North Devon in the General Election.

BUSINESS: Equities off 6.9; Gilts easier. EQUITIES sustained light profit-taking from holders showing last-minute nerves ahead of the Budget and the FT Ordinary Industrial Index fell 6.9 to close at 525.3, the day's lowest.



Print case lost. The National Graphical Association has lost its appeal against an order forcing it to lift a backing campaign against advertisers using the Nottingham Evening Post.

Airport bombing. West Germany fears a fresh anti-aircraft bombing following a blast at Frankfurt's regional airport in which ten Lufthansa employees were injured.

N-risk reduced. Scientists at the crippled nuclear reactor on Three Mile Island in Pennsylvania said the situation had improved to the point where it was now unlikely a mass evacuation would be needed.

Terror sentence. James Boswell, 31, a member of the United States Forces, was jailed for 12 years in Edinburgh for collecting 18 sticks of gelignite to be used in acts of terrorism.

Giscard warned. Jacques Chirac, leader of the Gaullist RPR party on which President Giscard depends for his party's parliamentary majority, says the President will lose his re-election campaign in two years unless he changes economic and foreign policies.

Bhutto raids. Pakistan police raided the three homes of condemned former Premier Bhutto and took away what they called 'secret documents' pertaining to State security.

Police chief vicer. Sir Kenneth Newman, Ulster's Chief Constable, may have to resign if he loses a vote of confidence at a meeting of the Northern Ireland Police Authority.

Border date. Egypt and Israel will open their Sinai desert border on May 27. The move was announced by Israel's Premier Begin after talks with President Sadat of Egypt.

Briefly... Tanks and troops moved into Gonbad Kavus, north-east Iran, to quell sectarian fighting.

China will not renew its 30-year friendship treaty with the Soviet Union next year.

Impressionists sale at Christie's realised more than £1.5m.

CHIEF PRICE CHANGES YESTERDAY (Prices in pence unless otherwise indicated)

Table of price changes for various commodities like Bismuth, Tin, Lead, etc.

Moves to reduce overseas debt announced with 'caretaker Budget'

Britain may repay \$5bn this year

BY PETER RIDDELL, ECONOMICS CORRESPONDENT. BRITAIN may repay more than \$5bn (£2.44bn) out of \$24bn of overseas debt this year. This will help substantially to reduce the burden of debt repayment in the early 1980s...

Both parties hint at more cuts in tax

BY RICHARD EVANS, LOBBY EDITOR. MR. DENIS HEALEY, Chancellor of the Exchequer, and Sir Geoffrey Howe, the Shadow Chancellor, gave clear hints yesterday that cuts in direct taxation would feature in any Budget to be presented after the General Election.

BL confirms talks with Honda on joint car manufacture

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT. BL yesterday confirmed that it was discussing with Honda, the Japanese motor manufacturer, 'possible areas for technical and business collaboration'.

PROPOSED CHANGES IN PERSONAL INCOME TAX ALLOWANCES

Table showing implementation after August 1, 1978/79 for 1979/80 with columns for Single person's allowance, Married person's allowance, etc.

BNOC buys Mesa oil interests

BY KEVIN OONE, ENERGY CORRESPONDENT. THE British National Oil Corporation has signed a preliminary agreement to buy all the UK interests of Mesa Petroleum, the independent U.S. company.

Table with columns for April 2 and Previous, showing values for £ in New York.

Table of price changes for various commodities like Bismuth, Tin, Lead, etc.

Table of contents listing articles like BL-Honda: Arthur Smith examines the prospects for a deal, Steel: Britain develops a new process on Teesside, etc.

Portakabin Xporta Series Instant buildings in 'flat-pack' format. A fast-moving service for your accommodation needs—worldwide. Room to live, work and play anywhere in the world, supplied complete with all fittings, furniture...

EUROPEAN NEWS

Britain warned as EEC delays steel code debate

BY GILES MERRITT IN LUXEMBOURG

THE EEC Foreign Ministers have decided to postpone until June further moves on the question of limiting national aids to steel producers. Britain has, nevertheless, been warned that failure to agree to the proposed six-point code on aids could cause this European Commission to take Britain to the European Court of Justice.

Greece raises fuel prices in bid to save energy

BY OUR ATHENS CORRESPONDENT

THE GREEK Government yesterday announced a series of energy saving measures following oil price increases announced by OPEC last month. The price of petrol, already among the highest in the world, was raised by 18 per cent to Dr 26 a litre (34p) a gallon for high octane and Dr 23 a litre (30p) a gallon for regular.

Paris block on textiles negotiations with China

By Guy de Jonghiers, Common Market Correspondent in Luxembourg

FRANCE YESTERDAY prevented the EEC from opening formal negotiations with China on a planned agreement on textiles. The French action, at a meeting of EEC Foreign Ministers in Luxembourg, came as a surprise.

Berlinguer keeps his options open

BY RUPERT CORNWELL IN ROME

ITALY'S Communist Party leader, Sig. Enrico Berlinguer, sent his party into the electoral fray yesterday with the warning that the campaign will be much harder than in June 1976, when the party won 34 per cent of the popular vote.

The Christian Democrats had enrolled greater working class support than the Communists. The division within the party leadership over the path to follow after the Communist unhappy experiences of the past three years has been made clear in three days of debate.

Poor turnout by Spaniards in local poll

BY ROBERT GRAHAM IN MADRID

SPANIARDS made a poor turnout when they went to the polls yesterday, to vote in free municipal elections for the first time since 1933.

Parties. A low poll is expected to favour candidates of the Left. Attention will also focus on the regional parties, particularly in the Basque country, but also in Andalucía and Catalonia.

POLAND CUTS BACK GROWTH TARGETS

Priority goes to debt repayment

BY CHRISTOPHER BOBINSKI IN WARSAW

DISCLOSURE of the fact that some 54 per cent of Poland's expected hard currency earnings this year will have to be earmarked for debt servicing has helped to remove one of the major uncertainties about Poland's external financial situation.

mining areas around Katowice are now estimated to total some 5m tons because the railways cannot transport it away. Some of the extra funds allocated to the energy industry are to be invested in special low-temperature unloading equipment as well as improvements to the grid system to help share the load more equally.

Saudis in Ankara to sign \$250m loan

By Mehin Munir in Ankara

SHEIKH Muhammad Aba al-Khalil, the Saudi Minister of Finance, arrived here yesterday to discuss project credits for the Turkish public sector from the Saudi Fund for Development.

At the airport Sheikh Aba al-Khalil said Saudi Arabia preferred to deal with Turkey bilaterally and would not participate in the emergency fund being put together by the Organisation for Economic Co-operation and Development.

Bid to try Menten

The chief public prosecutor yesterday asked the Dutch Supreme Court to reverse a lower court decision to free Mr. Pieter Menten, the millionaire art collector, after his trial on Nazi war-crime charges.

Swedes shut reactor

STOCKHOLM — The Swedish state power Board has temporarily closed down the nuclear power plant Ringhals 2, near Gothenburg, because of a leak in a steam generator, a spokesman said yesterday.



The highest return on investment in Europe.

REPUBLIC OF IRELAND The most profitable industrial location in Europe.

US Department of Commerce statistics for the period 74-77 show a 28% average annual return on investment for US manufacturers located in the Republic of Ireland — more than twice the European average.

IDA Ireland INDUSTRIAL DEVELOPMENT AUTHORITY The Irish government's industrial development agency has offices in London at 58 Davies St., London W1Y 1LE. Telephone 01-629 5941.

IDA Ireland also has offices in Dublin, Amsterdam, Paris, Cologne, Stuttgart, Milan, Copenhagen, Madrid, New York, Chicago, Los Angeles, Houston, Toronto, Sydney and Tokyo.

Handwritten Arabic text in a box: مكاتبنا في لندن

Large handwritten number '28910' in the bottom left corner.

Chirac launches new attack on Giscard policies

BY DAVID WHITE IN PARIS

PRESIDENT Valéry Giscard d'Estaing will lose his campaign for re-election in two years' time if he holds to his present policies. This blunt warning came yesterday not from the left-wing opposition, but from M. Jacques Chirac, leader of the Gaullist RPR party, on which M. Giscard's government depends for its parliamentary majority.



M. Jacques Chirac

It marked a further escalation in fierce verbal skirmishing between the Government and M. Chirac, who backed M. Giscard for President five years ago and who became his first Prime Minister.

Fresh from his overwhelming confirmation as party leader at a Gaullist conference at the weekend, M. Chirac brought new strength to his attacks on government economic and foreign policy.

The resurgence of bad blood between the Gaullist leadership and the Giscardian UDF party, which between them make up the government majority, is timed for the run-up to the European Parliament election in June, in which M. Chirac hopes to recoup some of the ground lost in recent domestic polls.

He strongly criticised M. Raymond Barre, the Prime Minister, for putting his weight explicitly behind the UDF list of candidates, which is headed by M. Simone Weil, the Health Minister. Arguing that the Government was held up by two parties, M. Chirac

threatened any of the Gaullist Ministers who did the same with election from the RPR. French voters wishes to "see their interests defended better" against those of the remainder of the EEC made it imperative for the President to adopt new policies.

If the Government continued on its present course, no candidate from the existing majority would stand a chance in the presidential elections, he added, citing the strong opposition performance in last month's cantonal voting.

Polish incomes grow 7%

BY CHRISTOPHER BOBINSKI IN WARSAW

PRIVATE incomes grew faster than production in Poland during the first three months of this year, according to preliminary estimates issued by the Ministry of Finance in Warsaw.

Total incomes paid to the population in the first quarter grew by about 7 per cent compared to the same period in 1978, but supplies of consumer goods in January and February were 5 per cent down on the same months last year.

This has been caused by production losses resulting from power cuts, transport bottle-

necks and other dislocations stemming from the heavy winter.

As a result, savings grew by Zl. 20bn (about £330m) in the first quarter from Zl. 409bn (£6.8bn) in the banks at the end of 1978—a 38 per cent growth compared to the first quarter last year.

Finance officials point out that the first quarter saw annual production bonuses paid out in the form of savings cheques rather than cash. It goes some way towards explaining the high rate of savings growth.

Taxman exposes wealth of Spain's richest families

BY ROBERT GRAHAM IN MADRID

THE FRANCO régime's veil of secrecy surrounding private wealth has been removed by the Finance Ministry's decision to publish the 1977 tax returns. For the first time, Spaniards can see who really has the money.

It is not, as popular legend has it, Cayetana Fitzjames Steward, Duchess of Alba (on whose land one can theoretically walk from one end of Spain to the other). But a group of six or seven families all of whom have made their money in the last 50 years. The richest, Sr Jose Maria Ruiz-Mapeos, 48, has built up Spain's largest private holding company, Rumasa, in just over 15 years. His declared capital for tax purposes is Pta 83.9bn (£65m). Two other members of his family have declared another £26m capital.

With one exception, the common strand in this new wealth is banking. Excluding Sr Ruiz-Mapeos, most owe their fortunes to a privileged relationship with the former Franco régime. The one non-banking family is that of Arcees Rodriguez,

who returned from Cuba in the mid-30s and established El Corte Ingles, now Spain's largest department store chain.

Sr Ruiz-Mapeos' empire has been built on the wine trade (he bought William and Humbold and Angustus Barnett in the UK). He is well diversified in property, agriculture, insurance, hotels and banking. Rumasa has the eighth biggest group of banking interests.

The other families—Botin, Coes, Fierro and March—are all directly associated with

banking. Sr Emilio Botin, the head of the family, is the presiding head of Banco de Santander.

The Fierros are the main shareholders in Banen Central, having last year merged their Banco Iberico, but retaining important industrial assets. The Coes family sold out their bank last year to Banesto, to become that bank's largest shareholder in the biggest banking empire in Spain.

The Marchs own the bank of that name, and the second generation derive their wealth from the initiative of a little-

known Majorcan who thrived during the Civil War.

The net worth of three Coes mentioned in the leading list of owners of capital totals £33m similar to the wealth of three Fierros, while the net worth of three Botins is declared to be £39m.

The taxman has been able to expose this wealth due to a new tax on capital, and new laws permitting inspection of bank accounts. By most European standards, the tax paid on this capital is modest. For instance, Sr Ruiz-Mapeos paid £1.5m on his declared capital.

Returns on income tax have also been made public. The man receiving the highest salary, according to a preliminary scrutiny, is Sr Ramon Arcees Rodriguez, head of El Corte Ingles. He receives a total emolument of £750,000 a year.

Of the bankers, Sr Emilio Botin is among the highest paid, with almost £500,000. Of the politicians, the highest paid is Sr Blas Pinar, the Socialist lawyer and leader of the Union Nacional. His earnings are equivalent to £117,000.

Charles Batchelor, in Amsterdam, examines the confrontation in Holland's annual wage negotiations

Talks stall on demand for shorter hours

AFTER A month of growing confrontation in the Netherlands' annual wage negotiations, the first signs are emerging of a resumption of talks between employers and unions.

So far the main change is in the Dutch metal industries, a traditional pace-setter in the yearly wage round. The unions have reacted positively to an invitation from the metal workers' federation to restart negotiations.

However, in general, employers, worried at the way wage costs are already well above those of their EEC competitors, have refused to give in to demands, in particular for a shorter working week.

The agreement reached in early February for 50,000 printing industry workers was followed later that month by an accord for 260,000 building trade employees. But apart from the 40,000 painters and decorators who normally follow the trend set by the building workers anyway, 50,000 in the furniture and wood industry and a number of smaller sectors, the main employers' and union groups have been unable to reconcile their differences.

The largest Dutch steelmaker, Hoogovens, has been engaged in an acrimonious public debate with the unions for the past few weeks. Whereas the company has pleaded a succession of poor years and a problems of the world steel recession as a reason for not giving in to union demands, the banks and insurance companies have several very-profitable seasons behind them.

Talks in the textile and clothing sectors have been sus-

pended, while among the Dutch multinationals, Philips and Unilever are also at odds with their unions. At several other larger companies, notably Shell, AKZO and DSM, talks are still in a fairly early stage.

Apart from the printing, building and painting trades and the furniture and wood-working sectors the list of agreements reached is short. The 7,000 chocolate and sugar processors have accepted the employers' package while the Vroom en Dreesmann store group has also brought negotiations to a satisfactory conclusion.

In all, however, fewer than 500,000 of the 2.7m workers directly or indirectly engaged in talks have signed agreements.

The major obstacle in the stalled talks is the union demand for the 40-hour working week in industry to be reduced to 35 hours. Undismayed by the failure West German steelworkers to cut their working week by strike action, the Dutch unions are now seeking a fairer distribution of the available work.

During the course of negotiations the unions have reduced their demand to a gradual introduction of the shorter week, but the employers have refused to budge. In an effort to restart the talks in the metal sector, which involves 50,000 workers, the unions have offered to accept a cut of one hour in the working week this year, and have received a cautious welcome to this initiative.

The employers argue that any cut will increase their costs and ultimately put more workers on the dole. The largest employers'



Union leader Wim Kok (left), who has spearheaded the growing militancy of Dutch unions in recent years, hopes industrial action will not be needed. "The economy is not in such a flourishing condition. We need a wave of social conflict as badly as we need a toothache," he told a meeting of public service unions.

federation the VNO, calculated a reduction of one hour would lead to a rise in costs of 3-5.5 per cent.

Holland has seen its share of world trade fall in the past few years as high wage and social security costs have made industry uncompetitive on world markets. The shortage of labour in some areas is put forward by the employers as a further reason not to cut working hours.

The success of the employers' resistance in West Germany—Holland's largest trading partner—has made the Dutch employers even more determined to hold out. According to the unions, the textile industry employers said Holland could not consider a shorter working week until it had already been applied for five

years elsewhere in Europe. In a letter to Parliament, the seven major employers' organisations warned against Holland becoming "the blindfolded pioneer of shorter working, in particular of the shorter week, in Europe and the world."

They argue that they are not opposed to shorter working as such—the agreements reached so far this year allow for early retirement of older workers and longer holidays—but the shorter week is the most uneconomic way of redistributing work. Existing machinery would stand idle for longer and new labour-saving machinery would have to be installed.

The Central Planning Office, the Government's main forecasting organisation, but, in theory at least, an independent

observer of the economic scene, has come to the employer's aid with a report on the impact of a shorter week. This has shown that it would lead to fewer jobs unless the unions were prepared to take a cut in their members' wages, and even if the wage cuts were accepted the effect would still be to reduce productivity.

Dismissed by the unions as a political stunt, the report nevertheless gives the most detailed analysis yet of the effects of the 35-hour week. If no wage cuts are accepted, a shorter week would lead to the loss of 35,000 jobs by 1983 and of double that number by 1988.

If compensatory wage reductions were agreed, 45,000 jobs would be created by 1983 but production would still fall by 1.7 per cent and prices would rise by 0.7 per cent a year.

The employers have said they are prepared to consider shorter working in the future only after an independent study has been carried out of its effects.

Even the unions are divided over their claim for shorter working. The combined Socialist and Catholic FNV federation has said it will back individual unions which take strike action to support their demands. But a senior FNV Board member, Mr. Frans Drabbe, has pointed out that wage sacrifices will be used.

While the normally aggressive industrial unions affiliated to the FNV have made a "last offer" of a one-hour cut in the working week to 39 hours this

year, the traditionally more moderate Protestant CNV federation has come out in favour of industrial action.

Speaking to a meeting of public service unions Mr. Wim Kok, chairman of the FNV, stressed that a strong union movement was necessary to defend the position of both the workers and the unemployed.

But even Mr. Kok, who has spearheaded the growing militancy of the Dutch unions in recent years, said he hoped industrial action would not be needed.

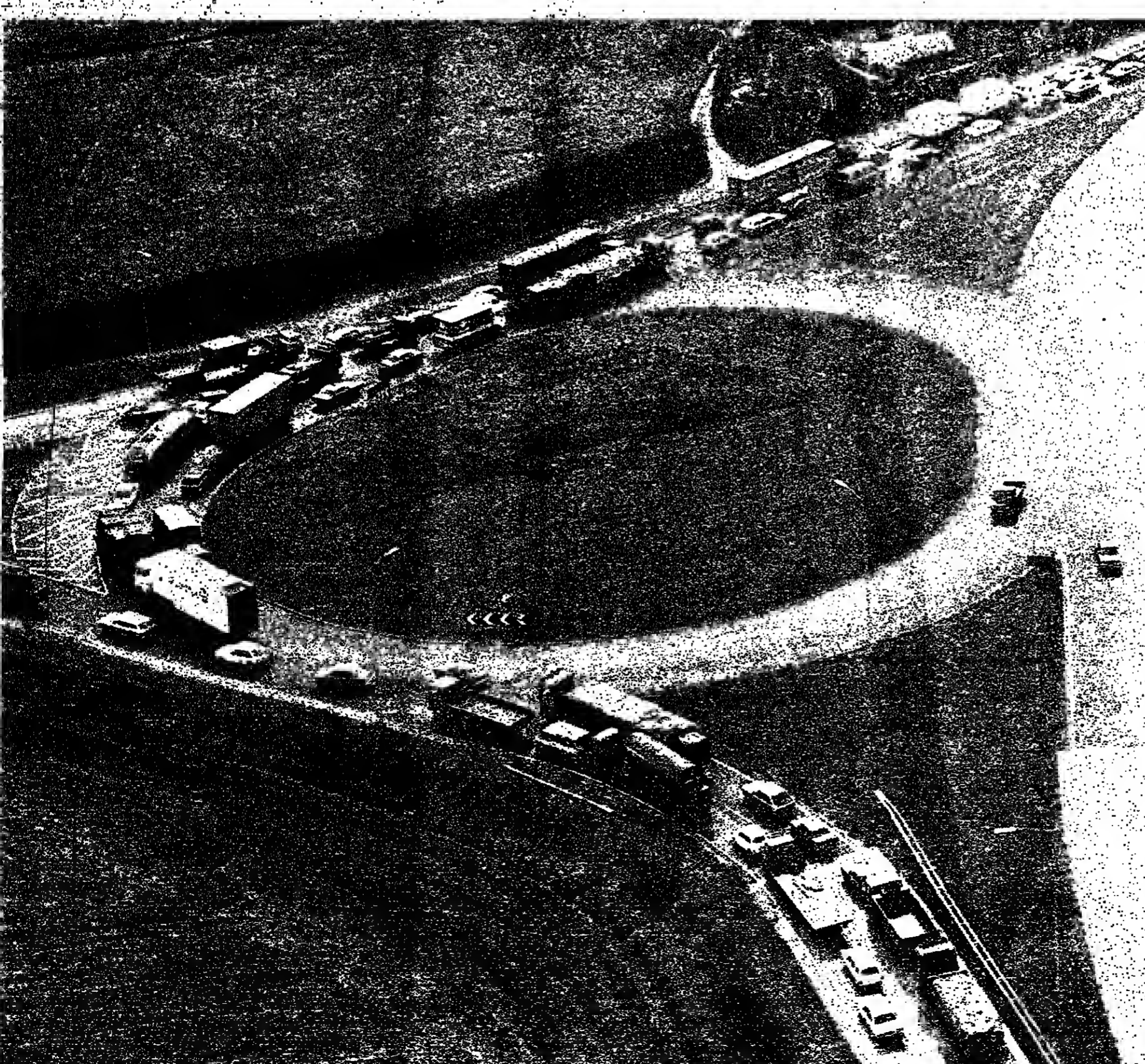
"The Dutch economy is not in such a flourishing position," he said. "We need a wave of social conflict as badly as we need a toothache."

After the breakdown of the central wage talks in November the Government has sat on the sidelines. As has become the pattern in recent years, the talks have been continued on an industry and company level when the central negotiations failed.

Mr. Willem Albeda, the Social Affairs Minister, told Parliament he did not think the time was ripe for the Government to intervene again although he thought all sides should get together to discuss the underlying problems of the labour market.

After the wave of strikes in the spring of 1977 which helped the unions achieve their aim of maintaining full price composition last year's wage talks passed off without incident. Union attitudes have hardened this year, however, because of the new centre-right Government's plans to cut public spending.

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Next time you're in a traffic jam, look at it for what it really is. An enormous waste of energy, time, talent and money. And that's exactly what your company's own traffic jams are. The ones that block, or slow, the vital flow of materials through your factory and warehouse.

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So where can you turn for help? You can turn to Lansing. Because we're Europe's lift truck leaders, we have not only the right trucks, but the materials-flow know-how that you must have to plan shrewdly and economically—with an eye to the future, as well as today.

For it's a fact that you can have a modern factory, the latest plant, top-grade staff and an assured market. But if there are even the smallest of traffic jams building up in your works, they won't just block materials-flow. They'll block your future prosperity, too.

A discussion with a skilled Lansing materials handling engineer costs nothing. And there's no obligation. So ring any of our depots listed below—now.

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OVERSEAS NEWS

AMERICAN NEWS

Police seize 'state papers' from three Bhutto homes

BY CHRIS SHERWELL IN ISLAMABAD

ARMED POLICE raided the three homes of Pakistan's former Prime Minister Mr. Bhutto, early yesterday. Martial law authorities said the operation recovered "secret documents of an extremely sensitive nature."

A mercy plea made on Mr. Bhutto's behalf, officials insisted that no decision had yet been taken by the President, General Zia-ul-Haq.

The country was again quiet yesterday, but bomb blasts in Lahore in the Punjab, and in Quetta in Baluchistan, suggest that the potential for unrest is not far below the surface.

Janata factions near showdown

By K. K. Sharma in New Delhi

A SHOWDOWN between rival factions in Mr. Morarji Desai's ruling Janata Party is expected this week and is likely to be far more serious than the six-month crisis that ended in January with Mr. Charan Singh's return to the Cabinet.

Threat of nuclear disaster recedes

BY DAVID BUCHAN IN WASHINGTON

THE THREAT of a disaster at the damaged nuclear power plant in Harrisburg, Pennsylvania, had greatly receded yesterday, but Government officials were doubtful whether it would ever generate electricity again, because of the high level of radioactive contamination.

Plant engineers for Metropolitan-Edison, the company which runs the plant, said yesterday that the hydrogen bubble inside the reactor shell had been virtually dissipated, and work could now proceed on shutting the reactor down.

The NRC is examining safety at seven plants elsewhere in the country, designed and built by Babcock and Wilcox, the J. Ray McDermott subsidiary, which constructed the Pennsylvania reactor.

The hydrogen bubble by diffusing into the cooling water piped into the reactor. They had also activated a "hydrogen recombiner" encased in lead bricks, which helped blend hydrogen and oxygen to form water, drawing more gas from the reactor and speeding the time when the reactor could be brought to a cold shutdown.

Date set to open Sinai border

BY DAVID LENNON IN CAIRO

EGYPT and Israel are to open their common border along the Sinai Desert on May 27, Mr. Meusem Beghin, the Israeli Prime Minister, announced after a meeting with Egypt's President Anwar Sadat, in Cairo yesterday.

Dr. Boutros Ghali, the Egyptian Deputy Foreign Minister, would visit Israel next week, and Mr. Moshe Dayan, the Israeli Foreign Minister, would travel to Cairo to exchange the instruments of ratification.

he the site of the opening of the Egypt-Israel talks on the Palestinian autonomy arrangement.

\$1.1m to be shipped to Grenada

By Tony Cozier in Bridgetown

THE Eastern Caribbean Currency Authority has reversed an earlier decision and will immediately ship EC\$3m (U.S.\$1.12m) in notes to the new revolutionary Government of Grenada.

Brown campaigning upsets Democrats

BY JUREK MARTIN, U.S. EDITOR, IN WASHINGTON

The political foray of Governor Jerry Brown of California into New Hampshire on Monday night to promote his national ambitions (turned out to be the ultimate in non-events).

Party mends its image—50 years on

By William Chislett in Mexico

MEXICO'S ruling institutional revolutionary party (PRI) is celebrating its 50th anniversary in power and using the occasion to try to improve its image.

U.S. airline strike grows

CHICAGO—United Airlines management began making flights from Hawaii to the mainland yesterday, to help out thousands of travellers stranded by a strike against the airline.

Troops enter Turkoman town

GONBAD-E-KABUS—Iranian armed forces moved unopposed into this town near the Soviet border yesterday after a week of fighting between Turkoman rebels and pro-Government Islamic militia.

Invaders' guns soften up defences of Kampala

BY MARK WEBSTER IN NAIROBI

TANZANIAN ARTILLERY continued to pound the Ugandan capital, Kampala, and its surroundings yesterday as residents awaited the final assault by Tanzanian-backed invasion forces.

Peking to end friendship pact

PEKING—China said yesterday that it would not renew its 30-year friendship treaty with the Soviet Union when the pact expired next year.

U.S. airline strike grows

CHICAGO—United Airlines management began making flights from Hawaii to the mainland yesterday, to help out thousands of travellers stranded by a strike against the airline.

Vance fails to soothe poor states

BY A SPECIAL CORRESPONDENT

SEATTLE—President Carter's Administration is attempting to avoid a serious confrontation with developing nations at the fifth UN Conference on Trade and Development (UNCTAD V) in Manila in May.

Mexican oil price defended

BY OUR MEXICO CITY CORRESPONDENT

PRESIDENT Jose Lopez Portillo of Mexico yesterday defended his country's decision to raise its oil prices above the 1978 level.

TUNISIAN PROSPECT

Looking beyond Bourguiba

BY DAVID WHITE, RECENTLY IN TUNIS

WHEN Habib Bourguiba, now in his late 70s, made life President Tunisia four years ago, he had already made provision for the vacuum that sooner or later would be created by his departure.

group is the Social Democrats' Movement, which could not contemplate mounting an election campaign. As a low-key reformist movement it is losing public credibility.

especially law, and the traditionally volatile science faculty. Then there is that thorn on Tunisia's eastern flank, Col. Gaddafi's Libya. Relations have been bad since the diplomatic slapstick of the 1974 merger pact.

Mexican oil price defended

BY OUR MEXICO CITY CORRESPONDENT

visit of President Jimmy Carter to Mexico in February. The U.S. and Mexican Presidents agreed then that exploratory

Good intentions

BY OUR MEXICO CITY CORRESPONDENT

of exporting gas and would use it all domestically. Only if there was a surplus, would gas be exported.

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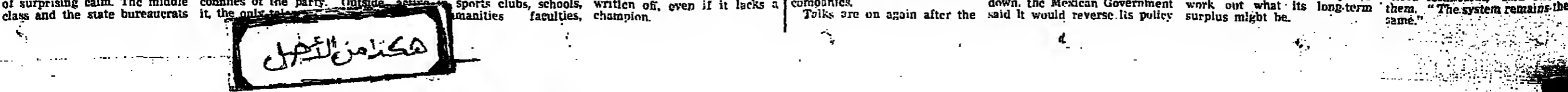
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BRITAIN'S EXPORT SUPERSTAR.

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And the money that BL earns abroad makes a greater contribution to Britain's balance of payments than any other single company.



BL Limited

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Renault tops car imports to Britain

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

RENAULT of France overtook Datsun of Japan in the first quarter of 1979 for imports of "traditional" cars into Britain. The French group intends to maintain that position and win 7 per cent of the UK market by 1980.

Renault has been helped by a free supply of vehicles—whereas restricted shipments have meant short supplies of Datsun cars. Rapid introduction of new models to the British market has also helped.

Renault is to launch two versions of its best-selling Renault 5 range in Britain today. Top of the range is the Gordini, with a 1,400 cc engine. The retail price is £4,148.

The second model is a version of Le Car, with which Renault is spearheading its U.S. marketing effort. Only 1,000 of this "limited edition" car will be sold in Britain. The price is £3,348.

The launch of Le Car follows closely the UK launch of the R18, mid-range model which has taken 2 per cent of the new car market in March, its first full month on sale.

Another significant addition to the UK Renault range is expected later this month.

Last year 69,627 new Renault cars were registered in Britain and this year the total will be about 83,000, according to Renault UK.

Of the 1979 total about 23,000 should be Renault 5s, including 2,000 Gordinis.

The Renault 5 was launched in Britain in 1972. At that time only three manufacturers offered three-door hatchbacks and sales totalled 17,000. By the end of last year sales in the UK had increased to 205,000 and there are now 12 major manufacturers competing in the hatchback market.

Unsold Concorde will be given to British Airways

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

BRITISH AIRWAYS is to be given one of the two remaining unsold Concorde off the UK assembly line, bringing its fleet to six aircraft.

But a decision on the second aircraft is being deferred, to allow further talks on its possible use by British Caledonian Airways.

Mr. Eric Varley, Secretary for Industry, told the Commons yesterday that the aircraft for British Airways would be governed by the same new financial conditions which, as recently announced, are being applied to the airline's five other Concorde.

This means that the aircraft will go to British Airways "at a minimal cost," but that 80 per cent of any profits it earns will go to the Government, with the airline retaining the other 20 per cent.

The second unsold aircraft is being sought by British Caledonian, for use primarily on its proposed North Atlantic route between Gatwick and Atlanta, Georgia, via Gander, Newfoundland.

British Caledonian's original financial proposals for this were not acceptable to the Government, however, and more talks are to be held to find an acceptable formula.

Mr. Varley said that the Government believed that Concorde could generate operating surpluses that would rise substantially over its working life.

"We have therefore concluded that the right course is to place the two aircraft in a way which will maximise the total operating surplus of British-assembled Concorde, and which will assure for the Government the major part of the operating surpluses generated by the two aircraft."

Mr. Varley said the plans for disposing of the two aircraft would need the financial and logistical support of the French Government and Aérospatiale, the French builder of Concorde.

At the same time, the French will need UK co-operation eventually in disposing of the three unsold Concorde off the French assembly line.

"These and other Concorde issues are scheduled for discussion between British and French Ministers at an early date," he added.



£175,000 for picture by Millet

AFTER THE extremely successful evening auction of Impressionist pictures at Sotheby's which bought in £5,394,500 and auction record prices for Corot, Van Dongen and Magritte, there was another good Impressionist sales yesterday at Christie's, totalling £1,332,000.

The top price at Christie's was the £175,000, plus the 10.8 per cent buyer's premium, paid by the London dealer Tan Bunzl for *Rapaces au repos* by Millet, painted around 1850.

JPL Fine Arts acquired *La Toilette* by Degas for £70,000—and Agnew broke the auction record for a Henri Fantin-Latour by paying £55,000 for a still life of flowers and fruit.

In the afternoon session three works sold for £22,000 each—*Femme se peignant* by Degas, *Italienischer*, a watercolour by Paul Klee, and *Composition Lyrique* by Kandinsky. As usual these days, the more pictorial late 19th-century works found buyers more easily than the abstract compositions of the 20th century.

The art and ethnography auction at Christie's brought in £74,170.

SALE ROOM

BY ANTONY THORNCROFT

Postal charges to increase soon

BY JOHN LLOYD

THE POST OFFICE said yesterday that post costs will have to rise within three to four months.

The new prices will be related to the cost of the postmen's wage settlement.

If the postmen accept the offer of 12 per cent, as is widely expected, then wage costs would increase by between £30m and £100m. The Post Office cal-

culates that a 1p increase on letters would yield around £80m, and that is the most likely increase.

Postal price rises must be approved by the Price Commission and by the Post Office Users National Council, and neither have been approached by the Post Office. The period between application and the

increase is usually three months.

The wages settlement will have no effect on the postal business profits for the past financial year which ended on March 31. The Post Office is expected to show a profit of about £30m, or on the target of 2 per cent return on a turnover of about £1.5bn imposed by the Government.

This fairground caravan, arriving yesterday at the courtyard of the Royal Academy, is to form part of an exhibition to celebrate the 200th running of the Epsom Derby. The caravan, built by Dumtons of Reading in 1805, is typical of the sort which used to converge on the racecourse.

The Epsom classic, founded by the 12th Earl of Derby in 1780, has lent its name to nearly 200 races in many parts of the world. The exhibition, sponsored by *Courts and Co.*, the *Financial Times*, *Moet and Chandon* (London) and *Sotheby Parke Bernet and Co.*, opens tomorrow and lasts until July 1.

Air Wales suspends Brussels service

BY ROBIN REEVES, WELSH CORRESPONDENT

AIR WALES, the Cardiff subsidiary of D. K. Aviation, is to suspend its Brussels-Cardiff service indefinitely from the end of the week because of mounting financial losses on the route.

The move, which will involve staff redundancies, follows unfruitful talks with the Welsh Development Agency, the Development Corporation for Wales and EEC officials. These talks failed to secure additional financial support for the company.

The move is a significant blow to the company's development plans. The twice-daily Brussels-Cardiff service, inaugurated less than a year ago, formed a key element in Air Wales's bid to build a network linking with international

airline services operating out of Brussels.

Mr. David King, Air Wales chairman, emphasised yesterday that the company was not in financial difficulties, but it could no longer justify "huge losses" on the Brussels route without extra support.

Mr. King announced, however, that there would be more weekly flights on the company's other main route — between North and South Wales — and said the airline was continuing to explore the possibility of additional services within Wales. The Welsh Development Agency said that it was continuing discussions of the funding of the company's future services within Wales.

Petrofina introduces arbitration scheme

BY OUR CONSUMER AFFAIRS CORRESPONDENT

OPERATORS of petrol stations owned by Petrofina can appeal to an independent arbitrator if the company terminates or refuses to renew their licences, the Office of Fair Trading said yesterday.

Petrofina has told Mr. Gordon Borrie, director general of Fair Trading, that it will operate an arbitration scheme for its 80 outlets as part of a code of practice setting out the opera-

ting standards for the company and its licensees. Similar schemes were introduced by BP, Shell and Total last year.

Arbitration schemes were agreed by the major oil companies three years ago after talks with the OFT. The oil companies agreed that—except for short-term contracts—an oil company should not grant licences unless an arbitration scheme was operated.

Great Universal Stores raises advertising budget

BY MICHAEL THOMPSON-NOEL

GREAT UNIVERSAL STORES, one of Britain's biggest advertisers, is planning a significantly higher advertising budget this year.

The expenditure, concentrated mainly in the national Press, will total £3m, compared with just under £7m last year.

Mr. Harold Bowman, the assistant managing director, said last night that the higher budget reflected a more aggressive marketing strategy as well as higher advertising rate costs.

It will be shared by the four major divisions: Mail order, £3m (Kays, GUS, John England, John Noble, Trafford, Family Album and Marshall Ward); household stores, £2.25m (Cavendish-Woodhouse, Times, Aston and Art Wallpapers); multiple stores, £1.5m (Burberrys, Scotch House, Hector Powe, Willerhys, Houndsditch Warehouse and Thomis); travel, £250,000 (Global Tours).

Stock Exchange Council go-ahead for Talisman

FINANCIAL TIMES REPORTER

THE STOCK EXCHANGE Council yesterday gave the go-ahead for Talisman—the exchange's computerised settlement system—to go live from next Monday.

The system will start with 214 securities of 49 companies. These have been selected from securities handled by nine of the biggest registrars in terms of transfer volume, and represent about 10 per cent of the securities likely to take part in Talisman.

The registrars involved in the launch of the system are Barclays Bank, Granby Registration Services, Hill Samuel Registrars, ICI, Lloyds Bank, Midland Bank, National Westminster Bank, Ravensbourne Registration Services and Royal Bank of Scotland.

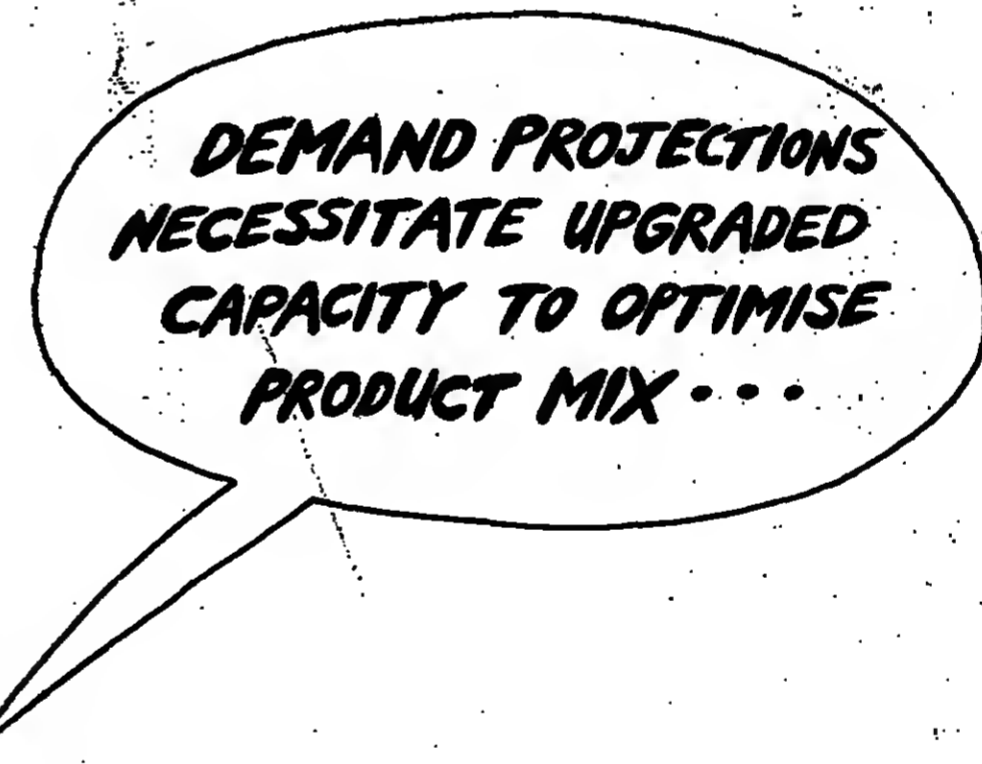
The managers of Talisman intend to add further registrars to the system in various tranches. If all goes well, 90 per cent of market traffic should be settled through Talisman by the year end.

Transactions in the following companies' securities are expected to be settled through Talisman from the first day: Advance Laundries, Associated Engineering, Astra Industrial Group, Bamfords, Barclays Bank

International, Barclays Bank, Bass, Beecham Group, BICC, Blue Circle Industries, Boosey and Hawkes, Bridon, Brocks Group, Burton Group, Carrington Investments, Carrington Vivaldi, Dalgety, Decca, Dowty Group, Drayton Commercial Investment Company, Drayton Consolidated Trust, Drayton Premier Investment Trust, Dunlop Holdings, Gibbons Dudley, Guardian Royal Exchange Assurance, Higgs and Hill, Imperial Chemical Industries, John James Group of Companies, Kalamazoo, Lex Services, Lloyds Bank, Lloyds Bank Holdings, London Brick, Marley, MEPC, Metal Box, National and Commercial Banking Group, Phoenix Timber, Piccadilly Theatre.

William Press, Redman Heenan International, Sheepbridge Engineering, "Shell" Transport and Trading, Tesco Stores, Thorn Electrical Industries, UDS Group, United Biscuits, Vickers, Vinters.

In the case of ICI, only the 8 per cent Unsecured Loan stock will take part in Talisman from the outset. All other ICI securities will be dealt with under the existing system. The other companies listed above will have all their securities on Talisman from day one.



"Eh?"

It's no wonder big business tends to feel misunderstood. It alienates people by its size alone; it puzzles people with obscure jargon; and it disturbs them by aridly illogical behaviour. Misunderstood? More often incomprehensible.

Business may sometimes feel that the public doesn't want to understand. But if we won't speak out clearly, perhaps we only have ourselves to blame: tight-tipped corporate paranoia breeds suspicion. A great many people do want to understand what business is up to — if only it will stand up and explain itself.

So over the next few weeks we'd like to do just that — explain ourselves.

By way of example we'll take the £150 million investment project which we're currently undertaking in Essex, and consider some of the ideas and issues behind it.

Like why we're doing it, for a start. And how we raised the money to pay for it, at a time when the UK oil industry was in the doldrums.

We'll explain why we needed — and got — government backing. But we'll also argue that some kinds of government intervention aren't so helpful. Is that biting the hand that feeds us?

We'll be talking about the cost of environmental protection and energy

conservation; is industry spending as much as it should?

And what about the wider significance of big investment projects? We'll explore the way they affect small businesses, and consider who really benefits.

Then, as a parting shot, we'll be suggesting that Britain should switch to other fuels instead of oil. In some cases.

Obviously we won't speak against our own interests, but we'll try to avoid corporate puffery. The Essex project is the biggest refinery investment we've ever made in Britain; if it's as important as we think it is, it's worth some explanation. In plain language.

Mobil

UK NEWS

ICI plans 25% cut in dyes sector

BY SUE CAMERON, CHEMICALS CORRESPONDENT

Imperial Chemical Industries yesterday split out plans for reducing its hard-pressed organic division—a 25 per cent cut in fixed costs over the next two years involving the loss of 1,650 jobs by 1981, with a further 1,500 jobs by 1985.

The organic division said that its dyestuffs business had been particularly hard hit during the past four years. ICI is the biggest dyestuffs producer in the UK, with dye accounting for 83 per cent of the division's business.

The group repeated earlier statements that there would be no enforced redundancy except as a last resort. It was hoped that much of the necessary cuts could be achieved by turnover, natural wastage and redeployment.

ICI had spent £18m on a new plant—due to come on stream later this year—designed to raise the division's chemically reactive dyestuffs capacity by 40 per cent. But there was now a serious overcapacity in the field.

Small firms advised to offset VAT refunds

By Paul Taylor

THE ALLIANCE of Small Firms was yesterday urging companies owed Value Added Tax refunds—delayed by the Civil Service computer strike—to offset the refunds against PAYE tax payments.

Drop in retail sales more than expected

BY DAVID FREUD

RETAIL SALES are running at a significantly lower level than previously estimated, although the figures are still seriously distorted by the winter's industrial disputes and bad weather.

Oil companies act on Sullom Voe pollution

BY SUE CAMERON

THE MAJOR oil companies have agreed to take tougher measures against tankers that pollute the area round Sullom Voe by discharging ballast water into the sea.

£292,000 salary for insurance broker

Financial Times Reporter

A DIRECTOR of the Lloyd's of London insurance brokers Alexander Howden, working in the U.S., was paid £292,756 last year.

Scotswood faces 230 redundancies

BY HAZEL DUFFY, INDUSTRIAL CORRESPONDENT

ABOUT 230 workers at the Vickers Scotswood plant, Newcastle-upon-Tyne, will be made redundant on Friday after a meeting of management and union representatives chaired by Mr. Leslie Huxford, junior Industry Minister.

Commons reply

Mr. Robert Sheldon, Financial Secretary to the Treasury,

in the reply to a Commons question, said that Inland Revenue collectors "would not take any precipitate action" against companies which offset VAT refunds against tax payments where there was a genuine temporary difficulty in paying.

HIRE PURCHASE CREDIT AND RETAIL SALES

(Seasonally adjusted)

Table with columns: New credit extended by (Finance Houses, Retailers), Total debt outstanding (unadjusted), Retail volume (1970=100), Durable goods shops. Rows include 1976 1st-4th, 1977 1st-4th, 1978 1st-4th, September-December 1978, and 1979 January-February.

Government backing of £232m for RB-211

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

A FURTHER £232m support for development of the Rolls-Royce RB-211 engine in its various versions was announced by the Government yesterday.

Marathon yard talks deadlocked

By LYON McLean

GOVERNMENT TALKS aimed at saving Marathon Shipbuilders, the Clyde oil rig yard, remanufactured yesterday.

Tesco recovers fastest from January frost

BY DAVID CHURCHILL, CONSUMER AFFAIRS CORRESPONDENT

THE MAJOR multiple supermarket groups have recovered their share of the packaged grocery market lost in January, according to a new trade survey carried out by the AGB research company.

Car distribution group given £175,000 loan

Financial Times Reporter

INDUSTRIAL and Commercial Finance Corporation, the big bank-owned lending institution for small companies, is to lend £175,000 to Finance Facilities (London).

TV deliveries down again as import share rises

BY JAMES McDONALD

COLOUR TELEVISION deliveries to the home market in January, at 57,000 units, were 39.2 per cent lower than in January 1978, and 30.9 per cent fewer than in December, says the British Radio Equipment Manufacturers' Association.

Skytrain advanced booking sought by Laker

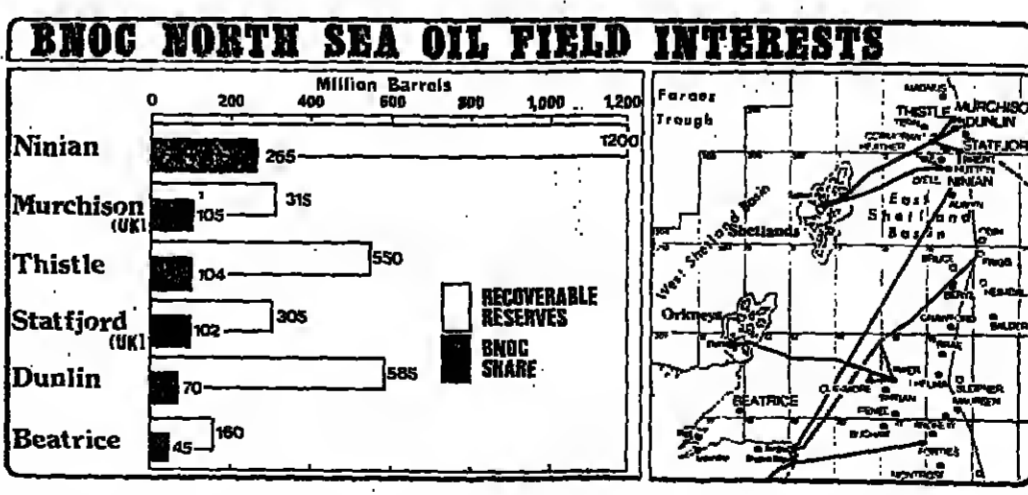
SIR FREDDIE LAKER, chairman of Laker Airways, has asked the Civil Aviation Authority for permission to introduce an advanced booking service for his cheap Airline Skytrain between London (Gatwick) and New York and Los Angeles.

BNOC catches up for lost North Sea time

BY KEVIN DONE, ENERGY CORRESPONDENT

IN LITTLE more than three years the British National Oil Corporation has established an all-pervading influence in the UK sector of the North Sea.

McGee from Oklahoma. By the end of year it is probable that only Kerr McGee will remain from the original partnership, along with Hunt Oil having a reduced interest.



BNOC landed an agreement to operate only one of them, the Thistle Field, in which it now has a 19 per cent interest.

of capital expenditure will be called for the development of the 30/17b field.

BNOC's interests in the North Sea have grown rapidly since it was formed at the beginning of 1976, when its staff amounted to little more than Lord Kearton, the chairman, formerly chairman of Courtaulds, and Mr. Jerry Evans, a civil servant from the Department of Energy.

share would have some 200,000 barrels a day by the mid-1980's, which will be more than 7 per cent of total UK offshore crude oil production.

Lloyd's talks on rescue of stricken syndicate

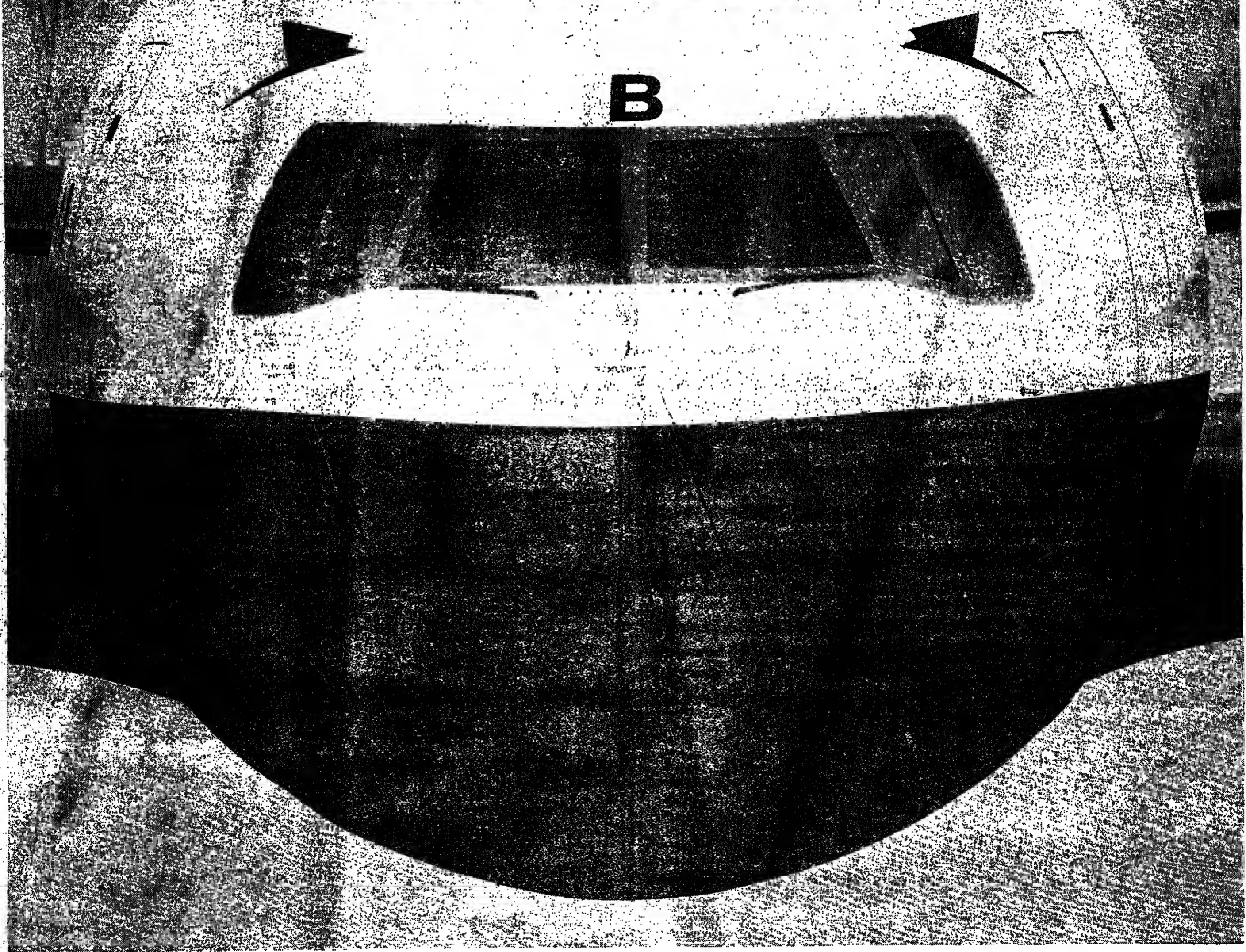
BY JOHN MOORE

LEADING LLOYD'S of London figures meet today to discuss urgent proposals which may lead to a rare market rescue of the stricken underwriting syndicate formerly managed by Mr. Frederick Sasse.

Consolidation The move to sell the Canadian and UK interests is also aimed at reducing Mesa's total indebtedness, incurred in part as a result of its decision last month to buy half of Ashland's Oil's U.S. mid-continent oil and gas interests.

Obvious The Beatrice partnership has been unsettled for a long time, almost since the field was, surprisingly, discovered in the Moray Firth, for which most oil industry geologists had shown little enthusiasm.

There's nothing like it under the sound barrier.



The new TriStar 500. It's the most advanced subsonic jetliner in the world. Its navigation control is second to none. As is the on-board computer.

It's slightly shorter than the original TriStar. But that's a breakthrough in itself: all the comfort of a wide-bodied jetliner in a plane that can travel further without refuelling. And that saves you time.

From May 7th British Airways TriStar 500s will be flying to Abu Dhabi and Dhahran. And later in May to Bahrain, Doha, Kuwait and Dubai. So you'll have a choice to the Gulf between the world's only supersonic aircraft, and the best in subsonic flight as well.

**British
airways**
We'll take more care of you.

RETAIL SALE

Year	Total
1979-80	135.9
1978-79	136.7
1977-78	137.2
1976-77	136.1
1975-76	133.1
1974-75	132.4
1973-74	134.2
1972-73	134.7
1971-72	136.4
1970-71	137.9
1969-70	137.7
1968-69	137.7
1967-68	139.5
1966-67	138.3
1965-66	139.6
1964-65	139.4
1963-64	139.4

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Pages

UK NEWS — PARLIAMENT and POLITICS

Cost index pushes up personal allowances

BUDGET REPORT BY JOHN HUNT AND IVOR OWEN

THERE IS a good chance that the increase in earnings as a result of this wage round will be about 13 per cent, Mr. Denis Healey, Chancellor of the Exchequer, told the Commons yesterday when he presented his caretaker budget.

Nevertheless, although that is slightly less than the earnings rise in the last round, he said that output and employment will be lower than they would have been had the Government's 5 per cent pay guideline been observed. Inflation was also

bound to be higher than forecast last autumn.

Replying for the Tories, Sir Geoffrey Howe, Shadow Chancellor, promised that cuts in personal taxation would be the hallmark of the Conservative Government if his party were returned to power at the General Election.

There would be a substantial reduction in personal taxation to restore incentives, he said. It would be accompanied by a cut in public spending programmes so that expenditure

would be in accord with what the nation could afford.

Sir Geoffrey expressed the Tories' willingness to shift the balance of taxation away from Pay as You Earn to "Pay as you spend."

The short Finance Bill, which was being rushed through all its stages in the Commons last night, increases personal income tax allowances in line with inflation as required by the Rooker-Wise amendment. But, in this instance, the increases do not come into effect until August.

The Chancellor, during most of his speech, resisted the temptation to indulge in electioneering.

However, Mr. Healey said that had he been able to introduce a normal Budget, he would have proposed an increase in income tax thresholds higher than that envisaged in the Finance Act.

In reply to a question from Mrs. Barbara Castle, the former Social Services Secretary, the Chancellor said that if a Labour Government was returned to power, it would increase child benefits next November. He would not at this stage say by how much.

Mr. Healey drew laughter from the Conservative benches when he asserted that 1978 had been a good year for the economy. He said that only that afternoon he had been able to announce that Britain was to repay a further \$1bn to the International Monetary Fund, well ahead of schedule.

The background had been encouraging at the end of last year, but the country faced two large economic obstacles.

The first was sluggish response of manufacturing industry to increases in

demand. Mr. Healey recalled that last year's drop in inflation and the tax reductions of 1977 and 1978 had increased consumer spending by 5.5 per cent. Yet, he complained, in spite of that advantage, manufacturing output rose by less than 1 per cent and imports had gained an increased share of the UK market.

The second obstacle, Mr. Healey said, was wage inflation. As a result of current pay increases, the rate of inflation this year would be higher than forecast last autumn. However, the earnings out-turn for 1979-80 was not anything like as high as the 20 to 25 per cent that some had predicted.

"There is now a good chance of our achieving an out-turn of about 13 per cent, a little less than last round. But any increase above the Government's guidelines is bound to raise prices and damage our competitiveness."

The dangers might be limited by adherence to the Government's fiscal and monetary policies, but even then output and employment would be lower than if the pay guidelines had been observed.

Inflation had to be tackled by firm and responsible financial policies and by a moderate growth in earnings. We had proved our ability to maintain the stability of sterling and our reserves were now much higher. At home, we had succeeded in keeping control over the underlying growth of money supply.

It would be six weeks, the Chancellor said, before the growth of money supply was known for the year to April. However, indications were that the growth of M3 (the wider definition of money supply) for the year as a whole had been in the middle of the 8 to 12 per cent Government target.

Mr. Healey said that it would not be appropriate in his speech to propose a change in the target or to roll it forward. If it were raised significantly above the 8-12 per cent range, it would simply mean printing money to finance higher pay settlements. If it were lowered, it would depress the economy more than was justified.

"The monetary authorities will continue to act during the coming month to keep the underlying growth of M3 within the target range," he emphasised.

In that connection, the Bank of England had announced yesterday a holding operation for rolling forward the supplementary special deposits scheme for three months on a basis consistent with the monetary target.

An important element in controlling money supply had been in holding the Public Sector Borrowing Requirement in 1978-79 to £8.5bn. Keeping it at that level would make financing easier in the coming year.

Shadow Chancellor Sir Geoffrey Howe (left), and Mr. Denis Healey, Chancellor



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Howe pledges 'substantial' tax cuts

A "SUBSTANTIAL" reduction in personal taxation to restore incentives and open the way for a fundamental change of course was promised by Sir Geoffrey Howe, the Conservative shadow Chancellor, in the Commons last night.

He insisted that the "dismal inheritance" left by Mr. Denis Healey would not prevent cuts in personal taxation being the "hallmark" of the Conservative Government to be formed by Mrs. Margaret Thatcher after next month's general election.

Sir Geoffrey looked to a reduction in public spending programmes to bring public spending into line with what the nation could truly afford and to recognise the need in shift the balance of taxation

away from Pay as You Earn to Pay as You Spend.

He maintained that the vitality of the economy could never be restored by continued increases in taxation and continued growth in public spending and borrowing—the hallmarks of the Healey regime.

The shadow chancellor clashed with Mr. Healey when he asserted that, even after the indexation achieved through giving effect to the Rooker-Wise Amendment, the effect of the Finance Bill in many instances would be to increase the burden of direct taxation.

Sir Geoffrey argued that to prevent the burden of taxation being increased the reduced rate band should have been increased by £60, and the thresh-

hold for higher rate taxation required to slug the requirement raised from £3,000 to £3,700.

The effect of the Finance Bill is to increase the burden of direct taxation for almost all, Sir Geoffrey held to this view even though Mr. Healey accused him of "gravely misleading" the House.

The shadow chancellor was adamant that without the higher thresholds he had outlined—changes needed to take account of inflation—the real burden of taxation must be increased unless there was another Finance Bill later in the year.

That increasing burden, he claimed, was fully in accord with Mr. Healey's performance during his five years at the Treasury which had seen the taxation paid

by each household increase by two and a half times to £393.

Sir Geoffrey cheerfully reflected on the fact that the Government's last week by the vote of no confidence had prevented the Chancellor introducing his fifteenth budget.

This had made a "total non-budget" inevitable and had resulted in Mr. Healey being required to sing the requiem at his own funeral.

We celebrate the Chancellor's demise with great enthusiasm," he scoffed amid Tory cheers.

Sir Geoffrey told Labour backbenchers who pointed to the strength of sterling, that this was due entirely to North Sea oil and gas and not in the least

to any action of the Chancellor. He estimated that the increase in personal allowances arising from the Rooker-Wise Amendment would result in the public sector borrowing requirement by £1bn.

The incoming Government would also be faced with "blank cheques" for increases in public sector pay.

If increases awarded to workers employed by central Government were in line with those made in local government, there was a warning of what lay ahead in the fact that rates were showing an average increase of 19 per cent instead of something under 10 per cent as had been predicted by Ministers.

What do wine drinkers look for?



Shippers they can trust.

How can a label help you choose a good wine? It can tell you the type of wine, but not whether it is from the right source. The Appellation and the Vintage, but not the care taken in its fermentation and its maturation. The producer, but not how it is blended and bottled.

The shipper's name alone is your guarantee. Bouchard Aîné assure you of a high standard. Our name has maintained its reputation because we expertly select and carefully ship only the finest wines.

When you see Bouchard Aîné on the label, you know you are getting a very good wine from a shipper you can trust.

Bouchard Aîné
85 Ebury Street, London SW1. Tel: 01-235 3661.

State groups to borrow £2.1bn

BY DAVID FREUD

NATIONALISED industries' borrowing from external sources for capital investment is being held at half their total capital requirements in the 1979-80 financial year.

Figures published yesterday with the Cash Limits White Paper disclose that nationalised industries will be allowed to borrow £2.1bn in the coming financial year, a little less than half their estimated capital requirements of £4.3bn.

The cash limits on public spending are determined in accordance with the statement of Mr. Joel Barnett, Chief Secretary to the Treasury, in February. Although the pay and cost assumptions are fairly strict, loopholes have been left for partial adjustment if wage deals are much above official guidelines.

On prices, Mr. Barnett said that cash limits would not be increased to accommodate any higher rises beyond the specified assumption of an 8 1/2 per cent increase in the retail price index in the 12 months to the fourth quarter of 1979.

That is borne out in the White Paper, where the cash-limited increase for current expenditure on goods and services between the 1978-79 year and 1979-80 is held at 8.2 per cent.

Mr. Barnett left the position more flexible on pay, where cash limits have been set allowing for settlements in the coming financial year adding up to 5 per cent, or £3.50 a week, whichever is greater.

The allowance provides for the cost of the staged increases agreed in 1978 for firemen,

police, the Armed Forces, others covered by the Review Bodies and university teachers.

However, the White Paper re-emphasised Mr. Barnett's statement that if pay awards differed from the initial assumption, "each case will be reviewed as settlements are reached."

The principle applied for central government expenditure on manpower "will be that a substantial proportion of any excess cost will have to be absorbed within the existing cash limit," the White Paper said.

The price assumptions of the 1979-80 limits allows for an increase in public service pensions of 8.5 per cent. The cost of buying land and existing buildings is provided for at an increase of 10.7 per cent over

the previous year, while the comparable figure for public sector housing is 12.6 per cent and for roads 15.3 per cent.

For nationalised industries, the estimates of the total external financing requirement is used as a form of cash limit, except for the British National Oil Corporation, which is not limited.

The White Paper noted that such limits could not be immutable, because the revenues and expenditures of the industries, like those of private companies, depend on trading conditions.

However, it observed: "There is no presumption that any prospective increase in financing requirements will be used by a further injection of external finance, as opposed to other action which the industry can take to offset the increase."

Chancellor sings song of praise to himself

By Philip Rawstone

MR. DENIS HEALEY cut a forlorn figure yesterday amid the exuberant election charades in the Commons.

It was his 15th Budget day—but he had no budget to present.

The Chancellor apologised to the full House for the anti-climax.

"I feel like someone who came to play the lead role in the opera and finished up helping to hold the scenery steady," he said.

Mr. Callaghan leaned forward sympathetically to assure him he would get another chance; this was not the Government's farewell production, merely a spring break.

Mr. Healey responded gratefully — no one would blame him then if he broke into a few snatches of song, he said.

And turning to the economic background, he trilled enthusiastically about the days he had left behind him.

Inflation, halved, incomes up, investment rising, unemployment down—the Chancellor paused to invite applause for the scales of his achievements.

Mr. Healey grew lyrical about the strength of sterling and the reserves, threw in a discordant note on the Common Market budget.

What a platform this would have been for a real live performance, Mr. Healey suggested.

Instead of merely indexing allowances, he would have lifted tax thresholds.

Mrs. Barbara Castle, a previous critic, interrupted the Chancellor to ask if he could have reached the top notes on child benefits.

No doubt about it, Mr. Healey replied modestly. It would not be right to say how high he could have gone but it would certainly have been above anything the Conservatives were likely to reach.

With conscious restraint, Mr. Healey declared that the economy had now been orchestrated to a fine pitch for the next Chancellor—"who might well be myself."

The Commons could then look forward to a wise and prudent presentation, he said.

Sir Geoffrey Howe, without any sympathy, congratulated the Chancellor to ask if he could have reached the top notes on child benefits.

Mr. Healey replied modestly. It would not be right to say how high he could have gone but it would certainly have been above anything the Conservatives were likely to reach.

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Thatcher hedges on TV confrontation

BY ELINOR GOODMAN, LOBBY STAFF

MRS. THATCHER refused to be rushed yesterday into picking up the now-traditional pre-election gauntlet thrown down by the Prime Minister when he accepted London Weekend Television's invitation to meet the Tory leader.

Officially, Conservative Central Office said that she was still considering the invitation and would make up her mind in her own time.

Her advisers, it was said, tended towards the view that it would be more prudent if she did not risk her lead in the opinion polls by appearing on the television programme as the Prime Minister.

But it was acknowledged that it would do her reputation no good to be seen to be avoiding confrontation and that she might therefore yet come up with some invitation of her own.

Privately, some Conservatives took pleasure in pointing out that it was hardly surprising that Mr. Callaghan should be in such a hurry to appear on the same TV programme as Mrs.

Thatcher: he had nothing to lose, while she, as the expected winner, had everything to lose.

The Tories had themselves, they admitted, issued the same challenge to Labour when they had been behind in the polls at the start of a campaign.

The invitation, therefore developed into the pre-election skirmish that has marked the beginning of almost every campaign since the invention of television, with both sides trying to milk the maximum amount of good publicity out of the situation.

Transport House jumped the gun by issuing a statement—later withdrawn—leaving Mrs. Thatcher's refusal to accept the invitation and saying what a pity it was that the electorate had been denied a unique opportunity of hearing the two leaders debate their policies.

For their part, the Conservatives were still keeping their options open. The signs were that if they looked like losing in public relations, they might agree to some compromise, as long as they could influence the terms of the interview and so

prevent Mr. Callaghan from using it as an occasion to display his mastery of world statesmanship.

After all, it was pointed out, Mrs. Thatcher had shown herself a good television performer and was hardly short of people to advise her.

The confrontation was due to be screened on the last two Sundays before the poll on May 3. According to Central Office, Mrs. Thatcher did not get her invitation until Monday morning, and it was ridiculous to suggest, as some London evening papers had, that she had already rejected it.

Even so, the signs are that Mrs. Thatcher may be used rather more sparingly in the first week of the election campaign than Mr. Callaghan.

She is expected to give only one Press conference next week—on the Wednesday, when she may disclose her party's manifesto—and will not start attending the conferences regularly until after Easter.

Again, Central Office says that that is not a sign that it has anything but the fullest confi-

dence in Mrs. Thatcher's ability to win votes, but rather that it wants the campaign fought on policies rather than personalities.

Mr. Callaghan leaned forward sympathetically to assure him he would get another chance; this was not the Government's farewell production, merely a spring break.

Mr. Healey responded gratefully — no one would blame him then if he broke into a few snatches of song, he said.

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Mrs. Margaret Thatcher

UK nuclear plant 'safer'

NUCLEAR REACTOR accident-like that in the U.S. could not happen in Britain, the Prime Minister told MPs yesterday.

The UK uses different types of reactors, he said. "We have been very wise in concentrating on a safer type of reactor."

Mr. Callaghan said that Britain used gas-cooled reactors rather than reactors cooled by water pressure, as is the station at Harrisburg.

Mr. David Steel, the Liberal leader, had asked about danger from nuclear reactors in Britain. He pointed out that a nuclear plant development in Torness, Scotland, was in an area with out a public inquiry.

Tories plan to end dole abuse

BY ELINOR GOODMAN, LOBBY STAFF

THE Conservatives hope in final ways of clamping down on what they regard as abuses of the dole system.

Among ideas they are considering if they are elected is the possibility of tightening the requirement that people receiving unemployment benefit should at least consider accepting suitable jobs.

The feeling is that some small savings in the unemployment benefit bill might be possible if the present "work rule" was redrafted to make it more difficult for people who had rejected a suitable job in continuing getting the dole.

The party is already committed to taxing short-term

social security benefits as a way of widening the gap between what someone can earn in a job and what they can get from the State while out of work.

The idea of tightening up on the work rule is a related but separate proposal.

Conservative policymakers are not claiming that it would be easy to come up with a better definition, but they apparently believe that such a change could help to create an environment in which it was seen to be more worthwhile to work than to stay at home.

The Conservatives are clearly aware that unemployment could be a major election campaign issue.

The signs are that they will argue that the cuts they seek in public expenditure will not necessarily lead to an increase in unemployment, and might even lead to a rise in jobs.

They are likely to make much of the fact that UK employment actually rose after the present Government had been forced by the IMF to cut public spending.

They will probably also indicate during the campaign that they would be unlikely to axe any of the Government's present job subsidy schemes immediately after coming into power.

Instead, the idea seems to be to phase out some of them when they come up for renewal.

كلمات الفصل

PARLIAMENT AND POLITICS

TAX CHANGE DELAYED

Indexed allowances expected

BY DAVID FREUD

TAX CHANGES yesterday confirm the Budget... The amendment section 22 of the Act says that allowances should be increased automatically in the spring Budget in line with the rise in the retail prices index in a previous year.

Table: Single Persons—Annual Figures. Columns: Income, Income tax, % of total income taken in tax, Charge for 1978/79, Charge with increased allowances, % of total income taken in tax, Reduction in tax, % increase in income after tax.

MARRIED COUPLE WITH 2 CHILDREN NOT OVER 11 — NET WEEKLY INCOME

Table: Married couple with 2 children not over 11. Columns: Weekly earnings, Income tax, Net income, Child benefit, Net income, Increase compared with pre-Nov. 1978, Increase compared with post-Nov. 1978.

* National Insurance Contributions, Child Benefit and Child Tax Allowances. Net income is earnings, less tax and national insurance contributions, plus child benefit. It does not include any means-tested benefit.

The Inland Revenue does not have to implement these increases before August 1, which will allow the Government to frame a Budget and set the personal allowances at whatever level it chooses.

It adds: "In a normal Budget it is standard practice for the Revenue to provide for the deferral of the implementation of a proposed change in the level of allowances. So the procedure for this Finance Bill is merely an extension of the standard procedure, necessitated by the exceptional circumstances in which the Finance Bill is introduced."

APPOINTMENTS

Change of chairman at Cape Industries

Mr. Lionel G. Stopford Sackville, deputy chairman of CAPE INDUSTRIES, is to become chairman at the annual meeting on May 22. He will succeed Mr. Ronald H. Dent, who is retiring from that position but will remain on the board as a non-executive director.

LABOUR

Dunlop may face another strike day

BY NICK GARNETT

UNION leaders are likely to call another one-day strike of Dunlop UK workers, probably next Wednesday, in protest at plans to close factories.

Almost half of the company's 43,000 UK workers downed tools in a one-day strike last month. They were protesting against Dunlop's decision to close its tyre plant at Speke, Merseyside, and seek redundancies at Fort Dunlop, Birmingham and Inchinnan, Glasgow.

Mr. John Miller, Transport and General Workers' Union national secretary and secretary of the ICI signatory unions committee, said yesterday that 15 per cent would not be taken as the baseline for negotiations.

Permits ended for unskilled hotel workers

By Our Labour Staff

PERMITS for unskilled overseas workers wanting jobs in the hotel and catering industry are being discontinued from the beginning of this month.

Move to settle dispute at aircraft plant

By Our Belfast Correspondent

ATTEMPTS BEGAN yesterday to settle a dispute which has stopped production for more than a week at Short Brothers, the State-owned aircraft company in Belfast.

Teachers urge exam delay

A TEACHING union yesterday appealed to the Scottish Office to postpone examinations for thousands of schoolchildren because of disruption caused by a teachers' pay dispute.

ICI offers 15% in bid to restructure wages

BY NICK GARNETT, LABOUR STAFF

IMPERIAL CHEMICAL Industries has offered its 50,000 manual workers a 15.1 per cent pay package, partly in an attempt to reshape its wage structure.

New pay deal likely for 87,000 craftsmen

BY PAULINE CLARK, LABOUR STAFF

CRAFTSMEN employed by local authorities are expecting a 9 per cent pay offer and a comparability study which is likely to avert recent threats of industrial action.

Legal & General pact with Jenkins' union

BY OUR LABOUR STAFF

THE Legal and General Assurance Society has signed a recognition and procedure agreement with the Association of Scientific, Technical and Managerial Staffs.

Indefinite strike threat at Perkins

BY NICK GARNETT, LABOUR STAFF

PRODUCTION WORKERS at Perkins diesel engine plant at Peterborough are to stage an indefinite strike from Friday unless the company promises pay parity with Massey Ferguson workers.

EEC home loans for UK workers

CERTAIN BRITISH coal and steel workers will be eligible for home loans from the European Commission in Brussels.

Notice of Redemption

THE INDUSTRIAL BANK OF JAPAN FINANCE COMPANY N.V. 9 1/4% Guaranteed Notes Due 1982. NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as of April 15, 1975, providing for the above Notes, \$398,000 principal amount of said Notes bearing the numbers set forth below have been selected for redemption on April 15, 1979, at the redemption price of 100% of the principal amount thereof, together with accrued interest thereon to said date, each in the denomination of U.S. \$1,000 as follows:

Teachers urge exam delay

A TEACHING union yesterday appealed to the Scottish Office to postpone examinations for thousands of schoolchildren because of disruption caused by a teachers' pay dispute.

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Table: THE INDUSTRIAL BANK OF JAPAN FINANCE COMPANY N.V. 9 1/4% Guaranteed Notes Due 1982. Lists serial numbers for redemption.

FINANCIAL TIMES REPORT

Wednesday April 4 1979

CORBY

Town lives in fear

By Anthony Moreton,
Regional Affairs Editor

FROM THE town centre in Corby it is possible to look across the rooftops and see the dominating architecture of the British Steel Corporation's works, its tall towers disgorging white smoke over the Northamptonshire countryside. The works, and the Corporation, dominate Corby in more senses than one. The works employ some 11,000 people out of a total workforce in the town of 23,395; the old cliché about the town catching pneumonia if the works ceases is probably more true here than anywhere.

British Steel also dominates almost all conversation because there are considerable fears that it will in the not-too-distant future close the steelmaking side of its activities at the works. Such a move would be catastrophic for the town. It would throw out of work some 6,000 people and the rate of unemployment, which is now around 7 per cent, could leap up to as much as 17 per cent. The town has already come to terms with the fact that steel is not so important in its economy as it once was—15 years ago it accounted for 70 per cent of Corby's workforce—but the rumours and fears continue, especially as BSC has just announced the closure of the Bilston works in Staffordshire.

To complicate matters, the Development Corporation, which has been responsible for the growth of the town since 1950, will also be wound up at

the end of next March, a move which could not have come at a less opportune time. To understand the relationship between two corporations, and the dominant role of steel in the economy, one has to go back to the 1930s.

Steel came to Corby because this part of Northamptonshire is rich in ironstone. To exploit the natural resources, Stewarts and Lloyds decided in 1934 to build an integrated steelworks around Corby, then a village of 1,596 people. The works were to produce the basic steel and then roll the ingots into pipes and tubes.

Stewarts and Lloyds was a Scottish firm, producing on the Clyde, and it managed to induce some of its workforce and some of those unemployed at the time to make the move south. It offered housing—it built 2,300 houses right next to the works, thereby recreating the slum conditions of the future from which the Glaswegians had just escaped. But the great inducement in that troubled decade was that it offered work.

Legacy

The legacy of the move is seen, socially, in many directions even today. Glasgow Rangers has a social club in the town with its own premises; Celtic has a supporters club. There is a scheduled daily bus service to Glasgow and on Saturdays in the season the coaches roar north full of supporters for one or other of the soccer teams. Haggis are on sale in Woolworths and it is still impossible to go far without hearing broad Scottish accents.

But the growth of the works outstripped the ability of an urban district council to provide the necessary services or find work for the women. So in 1950 Corby was designated a New Town and its Development Corporation was given responsibility for housing, building civic amenities and attracting sufficient industry to provide a balanced economy.

It was envisaged that the town, then with a population of 15,700, would grow to 40,000. In 1960, however, the ground rules changed: Stewarts and Lloyds was given the go-ahead

for an extension to the plant which, it estimated, would necessitate another 2,500 workers. Consequently, the new town's population ceiling was revised upwards to 55,000, and its boundary expanded.

The company, however, had second thoughts and the expansion never took place. Corby was, in consequence, committed to an expansion for which there was no economic need. To try and take up the slack negotiations were entered into to link the town with the Greater London Council as part of the latter's overspill scheme.

The town's population is now around 52,000, just short of the target figure. But it is the uncertainty over the future of the steelworks that is causing the greatest concern. That uncertainty is not made any easier by the fact that the unions have refused to meet the Steel Corporation to discuss matters and have been turned down in an appeal to the Minister, Mr. Eric Varley, for an interview. Inevitably, into the vacuum has stepped a "fighting" organisation, a Left-wing group called the Retention of Steelmaking at Corby.

Neither the Development Corporation nor the local authorities has given up hope that some form of assistance will be forthcoming. The European Economic Community has been petitioned, to be told that it can only help regions which are designated as assisted areas, which Corby is not. Corby approached the Government but the response has not been favourable. It is admitted that the town has problems, but since it is in an otherwise affluent part of the East Midlands it is not considered to be a prime area for help.

A submission has also been made for the Innos project to come to the town. Here again, though, the unstated view of the Government is that Innos should go to a development area.

The only avenue that might be fruitful—delaying the handover of power by the Development Corporation to the New Towns Commission—is bedevilled by local politics. Such a step could only come at the behest of the district council and the county council, but it is unlikely that either of these would support such a move. They have already gained the Corporation's housing powers—and stock of houses—and now look forward to taking over its industrial role.

That role would be better left in the hands of the Corporation since it can act faster. Since that is almost certainly unacceptable to the Government, some form of industrial executive might be considered. Government thinking, however, appears to be that the day of the new town is approaching its end and that democracy demands the handover of powers to elected authorities.

It is anticipated that Corby will be the first new town to be switched over to the New Towns Commission since Crawley and Hemel Hempstead

in 1962 and Hatfield in 1966. Harlow and Stevenage will follow later next year and the others at determined dates. However, no date has been put for the transfer of powers at either Aycliffe or Peterlee because of their employment problems, an ironic decision in view of Corby's difficulties.

Substantial

What the town would like—and certainly needs—is another major employer of some consequence. After BSC with its 11,000 employees the next largest employer is Golden Wonder, the crisp firm, with some 600 people. It had a fairly substantial concern, British Sealed Beams, which employed nearly 1,000 at its peak, but this closed last year and no replacement has been found on the same scale.

Corby's problem is that it has no Government-backed financial inducements to offer since it is not in an assisted area and no simple communications with

the outside world. It is between the A1 and the M1 and not easily approached from either. It has cried out for years for a good road link but it only succeeded last month and it will be a couple of years before the road is built.

Corby has been quite successful in attracting firms. For a while, in the 1950s, the Government was unwilling to allow it to develop at a fast speed and only relented when it was essential to find work for its women workers—the town still suffers from having a higher proportion of its women unemployed than its men. At the end of last year 7.5 per cent of its women were out of work, compared with a national average of 4.3 per cent, at a time when the figure for unemployed men was 6.9 per cent.

The Corporation has built some 60 factories and a dozen smaller units providing work for 1,800 men and 2,500 women. There are a further five firms in the pipeline, one of which will be a furniture warehouse

and another a boatbuilder. Between them they will occupy 120,000 sq ft of space and provide work for at least 200. The others will be smaller. The Corporation is also still pre-empting ahead with its advance factory building programme despite the fact that some of its units will not be completed until after its powers have been handed to the local authorities.

All this, though, is almost spitting in the wind. A hundred here, a hundred there will be little more than a pinprick if BSC dispenses with up to 6,000 jobs. Doubtless, the Government would launch some form of emergency programme as it did in "blowdown" after the shiprepair yard was threatened. What Corby is pointing out, with justification, is that it would then be too late for effective action and now is the time to move. Tomorrow may be too late; later this year almost certainly will be. Government appears not to see it that way.

6,000 steel jobs at risk

able and the older works such as Corby closed. Six major works in the British Steel organisation were closed last year with the loss of 17,000 jobs. Now a new round of closures is under way starting with Bilston in Staffordshire (the workforce has been given 12 months' notice of closure there).

Priority

Absolute priority is being given by the Corporation's management to restoring nationalised steelmaking in Britain to viability after four years of heavy losses. Little can be done to restore profits by increasing steel prices because BSC is operating in a competitive international market. The only real way forward is to concentrate steelmaking upon a few big works which have been modernised and expanded during the past few years until they rank among some of the best steel-producing plants in the world.

That policy means that the efficient works must be loaded with all the steel orders avail-

able and the older works such as Corby closed. Six major works in the British Steel organisation were closed last year with the loss of 17,000 jobs. Now a new round of closures is under way starting with Bilston in Staffordshire (the workforce has been given 12 months' notice of closure there).

The wish of the BSC management is that Corby should be the next major steelmaking unit to close. If that objective is achieved the Corporation must be expected to turn its attention to steelmaking at two other old plants—Shotton, North Wales, and Consett, Co. Durham.

The steel committee of the TUC understands well enough the need to shed more unwanted plants—and jobs—within British Steel if the Corporation is to be brought into

line with the best international manning levels of steelmaking. But they are also aware that the British Steel payroll has already been reduced by some 40,000 jobs over four years. The prospect of up to 6,000 steel jobs being lost at Corby by a single decision—with the probable loss of a further 2,000 jobs dependent upon the iron and steel plant locally—is a chilling one to the leaders of the steel unions. British Steel will not recognise, or negotiate with, the local action committee called ROSAC (Retention of Steelmaking at Corby), and the TUC steel committee is reluctant to enter negotiations about the future of Corby at national level.

The time that British Steel says it cannot afford to provide over the Corby issue may yet be insisted upon by the workforce. If they carry out their threat to

refuse to work with steel "imported" into the Corby tube works from Teesside then it would be almost impossible to close the iron and steel making side of Corby.

Unique

For the Corby plant is not just another steel works whose function can be duplicated elsewhere. Corby is in a unique position as the main centre for British Steel's tubes production. During the last few years continuing investment has maintained the tubes mills at Corby to modern standards and the Corporation intends to further improve them with a current £45m investment programme.

Whether the steel is made locally or brought from another works the tubes business will have to continue as an essential

part of British Steel's range of products.

Iron and steel making at the existing Corby plant cannot compete in the modern world because it is based on locally dug ore which has very low iron content—only about one-third iron. In contrast, imported ores which are mined at the coastal steelworks, have an iron content of some two-thirds. Taking into account the quantities of coke used and blast furnace time iron can be made much more cheaply using the big furnaces at the coastal works and the imported ores.

There is little hope of a compromise solution for a Corby iron plant. It would be prohibitively expensive for instance, to transport imported ores to Corby from the coast.

Roy Hodson

The North

M6 Birmingham

M1 London

Corby

A1 London

East Coast Ports

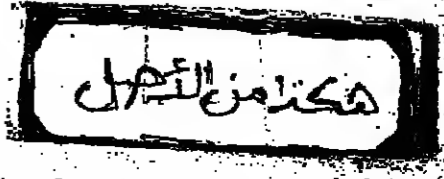
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Corby Development Corporation

Chisholm House, 9 Queen's Square, Corby, Northants, NN17 1PA Tel: Corby (05366) 3535



Coping with high unemployment

ALTHOUGH CORBY'S BSC plant was not included in the 1975 Beswick review of projected steelworks closures, there can be little justification for surprise at the town's present plight. Steelworkers there have known for more than five years that 1980 would be the time for a major decision on the future of steelmaking there.

The 1978 White Paper on BSC's Ten-Year Development Strategy gave an assurance that steelmaking would continue in Corby for at least the rest of the present decade. It added, however, "The steelworks is the major employer in the town and a final decision on the future of steelmaking will be taken in the course of the next few years in consultation with those concerned."

The second reason why the seriousness of Corby's present situation should never have been underestimated is that it is a town which has always been highly sensitive to its own vulnerability. Major steelmaking closures in other parts of the country have caused serious disruptions to local employment but there has yet to be a closure that threatens to cause the death of an whole town.

Corby's present nightmare is that its already high unemploy-

ment rate of 7 per cent will inevitably soar if 6,000 jobs are axed by BSC. The cuts would increase the chances of the tube works eventually being closed too, which would raise total direct BSC redundancies in Corby to well over 11,000.

Training

Thousands more in the town would eventually lose their jobs with the subsequent contraction of service jobs and of ancillary industries—and that is not counting a recently projected 1,200 new school leavers who will be looking for jobs each year up to 1981 and 1,400 a year after that.

Clearly, if it is to survive, Corby has two urgent and fundamental needs. One is major training and re-training programmes and the other is an influx of new employment opportunities.

A detailed study of Corby's workforce resources has been made in a special report entitled "Employment and Industrial Development in Corby" by Coopers and Lybrand Associates and Northamptonshire County Council.

The report, published last January, insists that central

government assistance is badly needed. "In order to make a major impact on Corby's employment problem before the town suffers a permanent economic decline from which it might not recover, attraction of one or two large firms employing mainly unskilled and semi-skilled workers would be particularly valuable."

"In view of the acute competition for large mobile firms it might be necessary to make use of IDC (Industrial Development Certificate) constraints in order to encourage such enterprises to select Corby. There is none the less a strong political argument for taking such a step before the situation deteriorates too far."

In this appeal the report recognises not only the size of the problem but the nature of the Corby labour market.

While Corby's isolation in the midst of a large agricultural county and its over-dependence on one industry makes it a town with unique problems, so the character and qualities of the people living there are unusual

and need to be fully understood if the town is to be saved.

As the predominance of the steel industry suggests, the skills among the male workers tend to be specifically related to steelmaking. Some of their engineering skills may be transferable to other industries but even so the steelworkers' experience is with large-scale plant and heavy automatic machinery.

A steelworker is dirty and noisy and workers may be working in sweltering heat from the furnaces one day and in exposed wintry conditions elsewhere in the plant on others, but there is room to move about and variety in the job. It would take a steelworker a major readjustment to feel comfortable standing all day on the production line in a light industry factory.

On the plus side, however, the history of labour relations is good in the works and there is a natural acceptance of shift work.

Another problem for the town is the relatively high number of unskilled labourers among the present unemployed population. About 60 per cent of the men come into this category.

Clearly training efforts have to be aimed at two main objectives: at creating a greater range of skills and at generally improving the quality of the labour force available.

The job of training is shared at present between the formal education system and the Training Services Agency of the Manpower Services Commission. Although there may be a different approach towards teaching skills appropriate to school leavers and among the older unemployed and redundant steelworkers, one major problem applies to both groups. Unless it is known what new industries can be attracted to the town it is difficult to know what skills should be taught.

The new survey argues that one of the main priorities among school leavers is to ensure that they are well equipped to tackle jobs in the town.

Against a background of educational attainments among school leavers in Corby which are rather lower than the average for the county, the report urges improvement of school standards alongside a flexible policy in the technical college to meet labour market demands. In particular it suggests more integration of careers services into school programmes.

On the training and retraining of mature workers, the report says there is a continuing need for improving the skills of workers in order to attract new industry and suggests that the principal initiative for this should come from existing employers in the town—principally BSC itself—and the Training Services Agency.

With a high rate of closures of manufacturing concerns—mainly in textiles, clothing, footwear and engineering industries—to aggravate the situation, however, Corby has the urgent problem this year of drawing attention to its plight amid the cries of help from other areas in Britain facing serious social problems from unemployment and redundancies.

Pauline Clark

Battle over road plans

THE FLIGHT of the 55,000 inhabitants of Corby might be compared to that of a man treading water furiously to keep afloat, while a rescuer on the bank has promised to throw a lifeline—but not for a few hours.

In Corby's case the time-scale is longer, perhaps eight or nine years: the lifeline a new road link to the M1 in the west and the A1 in the east, ending the town's relative isolation in the rural north of Northamptonshire.

Existing access to Corby, mainly via the narrow, snake-like A427 from east to west on which overtaking is difficult by car and almost impossible for the 700 commercial vehicles using the route daily, is the reason most quoted by companies for rejecting Corby as a potential base for their activities.

The Government's choice of the new route is also that of Corby itself and of Kettering, an older town of 50,000 seven miles to the south and which forms in that nearly 2,000 of its 25,000 labour force works in the troubled New Town.

But the Green Route is disapproved of by Northamptonshire County Council, which put forward its own "alternative strategy." This, it is argued, could be executed more quickly, would cost less and, using mainly existing roads, would be less damaging to the countryside. The county's strategy is a two-pronged approach: upgrading of the A45 from the M1 at Northampton to Wellingborough and construction of a short new dual-carriageway connecting up with an improved A604 to complete the route to the A1 at Huntingdon; at the same time, Corby's problem road, the A427, would be upgraded, with bypasses to the half a dozen villages straddling the route.

Corby does have an existing rail line—but only into BSC's plant beyond the town's outskirts. It would be possible for new industry locating nearby to use the rail facility, but to put Corby back on to a main line passenger and freight link is regarded as uneconomic. And the varied light industry which Corby is primarily seeking to attract in any case tends to be much more heavily reliant on road transport.

The town thus, for the moment, continues in limbo, with an interim programme of road improvements, if carried out soon, representing a life-jacket rather than a lifeline.

John Griffiths


A "Showcase" Company

A frustration associated with business success is that as the resources allocated to advertising increase, the time devoted to spending them diminishes—say the directors of the phenomenally successful firm, Alphas Display. It is two years since they won a factory in a Corby Corporation-Anglia TV competition and began building an enviable reputation making aluminium framed showcases. Markets are reception areas, shops, hotels, exhibitions and any situation where attractive display is important. Delivery times are sacrosanct and the staff are enthusiastic professionals whose attitude is extremely refreshing in an era of diminishing standards.

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HOLLY HOBBIE

A COREY SUCCESS STORY FROM CELEBRATION ARTS



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With an unemployment rate at 8 per cent already double that elsewhere in this otherwise prosperous Midlands county, Corby's efforts to keep its head above water had already received two big setbacks, in the form of one major plant closure (British Sealed Beams) and one major redundancy programme at British Steel Corporation—overwhelmingly the largest employer—even before BSC announced last month that 6,000 more jobs must go. Fears are now being voiced that Corby will go under for the third time before the lifeline can be thrown.

Nevertheless, Mr. John Horam, Parliamentary Under-Secretary of State for Transport, did announce in the Commons two weeks ago that the Government had finally selected the route for the east-west corridor.

Arguments over the relative merits of the two proposals have led to acrimony between the district councils involved and the County, as well as to the formation of rival lobby groups. The Local Authorities Green Route Co-ordinating Committee, which includes neighbouring Leicestershire County Council, and which has backed the Green Route, while "Malrae," the M1-A1 Link Action Committee has vowed to fight the Green Route in its progress east from Catthorpe to Kettering through 15 miles of farmland and fox-hunting country in the wealthy western portion of the county. With a public inquiry into the route certain, Naseby, which the Green Route will pass closely to the north or south, seems set once more to be a battleground.

Although the County already has an A45 improvement programme under way, Corby and its cohorts on the Green Route committee also dismissed the county's assertion that the alternative strategy could be completed more quickly than the Green Route—not least of the problem being that much of the A427 runs through Leicestershire, which has said it could not expect to upgrade its section of the route within for another six to ten years.

With that argument now accepted by the Department of Transport, the most important question remains just how quickly relief can be brought to Corby. With the inevitable public inquiry still standing in the Green Route's way, a start before 1982 appears unlikely and, without a major new central government initiative, completion does not seem on the cards before 1988.

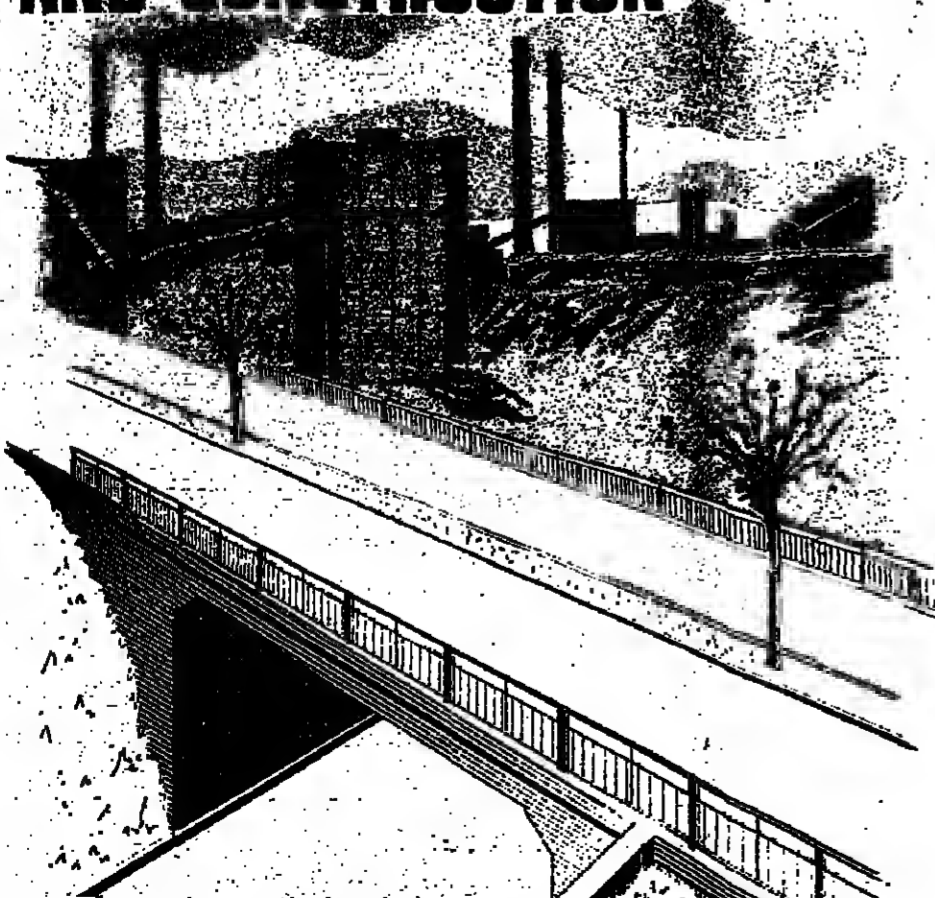
The County, which may yet oppose the Green Route at that inquiry, insists, however, that Corby retains top priority for county assistance and is seeking an urgent meeting with the Transport Minister, Mr. William Rodgers, on ways in which intermediate help can still be provided in the form of upgrading existing roads. "It is important," says County Surveyor Mr. Michael Cottell, "that the selection of the Green Route does not mean that other roads leading into Corby are denied the funds they so urgently need."

Apart from improving the A427, which the county regards as still necessary, it is concerned that in particular the A616 running south from Corby should, and could, be upgraded by 1982. "Certainly the eight to ten years for the Green Route is not good enough," insists Mr. Cottell. "Corby will be a dead town by then."

Corby and the county are



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Gap

Officially known as the Green Route, and referred to locally as the "missing link," the road will run from the M1/M6 junction at Catthorpe almost due east to the A1 at Huntingdon. It will thus fill a gap in the national road network in providing a direct route for the growing volume of traffic between the industrial Midlands and the expanding East Coast ports such as Felixstowe. But much more significantly to Corby, it will run just six miles to the south, allowing the town to plug-in to the national road network quickly and easily. The ability to do this is seen as crucial to the town's future, for that future depends now on being able to draw in a substantial assortment of industries to fill the huge employment hole left by the impending BSC shutdown.


It is primarily the lack of a fast link with the M1, 23 miles to the west, and the A1, 15 miles to the east, which has bedevilled Corby in its efforts to attract new industry.

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Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

RETAILING

Speeds up service at the pump

MAINLY for use at self-service filling stations where there are already data connections between the pumps and the cash desk, a system from Hasler (Great Britain), made by Utax in Germany, puts pump signals straight into a special cash register, computing the amount to be paid.

At present, cashiers are frequently faced with reading pump data from a display and transferring it to the cash register.

With the Utax 3000 GS the customer will get a printed cash receipt; account customers are provided with an invoice immediately for signature, with their own copies. Other items sold to the customer are keyed in as usual.

The site manager can be provided with printed reports on a daily, weekly, or monthly basis. Cash, credit, credit coupon, credit card, and other revenues are easily identified as well as data on cash paid out or received on account, and discounts. A separate record of all credit card transactions can be printed out, showing date, card number, and the amount.

The equipment can handle three levels of VAT and each rate can be applied to the department totals.

Approval for the direct pump-connected application of 3000 GS is at present being sought by Hasler from the Department of Prices and Consumer Protection. Elsewhere in Europe some 4000 systems are already in operation.

More from the company at Commerce Way, Croydon CR0 4XA (01-688 0901).

An announcement has also been made by Avery-Hardoll of Downley Road, Havant, Hants (0705 48422) of interest to filling station owners. This is about a new pump, controlled by a pair of microprocessors, which is for attendant-operated sites (some 80 per cent of UK stations, according to the company).

Known as the Mark 5, the pump uses the micros to count pulses, compute prices and control displays. In addition, they monitor mechanical and electrical functions and indicate any attention required. Conversion to self-service use is possible, and conversions to litres is by means of a single wire link.

Automation in small stores

ELECTRONIC point-of-sale equipment for the smaller store, with two-way communication between stores and head office, has been placed on the market by the data processing division of IBM United Kingdom.

Two new point-of-sale terminals, the IBM 3684 and IBM 3685, are available. In combination, they offer programmable functions for price look-up, credit verification, data capture, etc. for companies with chains of smaller stores.

The 3680 is a floppy disc based system. It permits information held on disc to be accessed by the terminals. This disc also provides storage for sales and administrative data which can be processed in the store by the programmable terminals, or by a central computer.

In the 3684 there is a combination control unit and point-of-sale terminal incorporating 985,000 characters of random access disc storage. The 3685 operates either stand-alone or as a master register controlling a group of attached registers. The 3685 is a micro-processor driven point-of-sale terminal, which attaches to a 3684 to provide a multi-register cluster.

Each has a bi-directional printer with up to three print stations and a choice of programmable keyboards.

Magnetic or OCR wands for ticket reading are provided and modular construction allows the keyboard, displays and cash drawer units to be located up to 12 cable feet from the terminal, if required.

Data storage capability gives a basis for specialised applications such as stock management, gross profit margin analysis, staff scheduling, price management and merchandising by specific location. Combination of in-store processing and easy communication to a central computer gives flexibility to choose between local reporting and central processing for particular circumstances.

IBM (UK) on 01-935 6600.

METALWORKING

Keeping meals hot on wheels

FOLLOWING ITS war-time manufacturing activities of making Sten gun parts, heating ducts for bombers and plumbing for pre-fabs, Grundy (Teddington) concentrated its efforts in 1946 on light engineering, and reckoned itself to be one of the first companies to realise the potential of aluminium as a material of the future.

After the introduction of its first production line aluminium milk churn, it won a Ministry of Food contract to produce 49,000 of these Grundydeans as part of the defence effort.

Since then it has developed new production techniques and welding methods and expanded its scope and the Grundy ball-mark has now become synonymous with food container and catering equipment fabrication, at Somerset Road, Teddington, Middlesex (01-977 1171).

Whether it be school dinners, meals for pensioners or the incapacitated or menu-chosen food for hospital patients, anything hot and edible may be served from equipment made at the factory.

Part of a bus depot, the factory has just been increased to 60,000 sq ft. Production capacity has grown because of the installation of additional new equipment including an extra 75-ton power press—bringing the total of these machines up

to six—extra trimmers, drills and welding equipment. A Wiedermann computerised punch machine has speeded up stamping work from 15 minutes to four minutes with the result that costs as well as time have been reduced, says the company.

One of the most sophisticated systems for smaller hospital kitchens is the Finessa "mini" conveyor belt, suitable for both plated or trayed meals. Available in lengths from 3 metres upwards, it comprises a conveyor belt with the company's own bain Marie units, each individually controlled by on/off switch and thermostat.

Giant trolleys, for serving on hospital wards, have been designed to contain meals which have been pre-selected by patients and these trolleys enable distribution to bed-sides within minutes of leaving the kitchen. Apart from hot meals, ice-cream and cold puddings are served from a refrigerated compartment, and the design of the unit emphasises the minimum of delay in food distribution.

Many smaller items are manufactured, including storage containers, mobile tray stands, water feed cisterns, sackholders, beer kegs, etc.

Welders for many jobs

A NUMBER of semi-automatic welding machines have been introduced by ESAB, Gillingham, Kent ME8 6PU (0634 34455), offering welding facilities between 160 and 500 amps.

Machines designated A10 160K and A10 250K are suited to sheet metal work and light-weight production welding and are likely to prove useful in small workshops and for car body-repair work. Both have a self-contained wire feed arrangement.

The A10 series on the other hand has a separate wire feed unit and there are four models

working at 200, 315, 400, and 500 amps. Counterbalance arms and other variants can be supplied.

Third series, A9, offering 200, 315 and 400 amp currents has a push-pull wire feed system and is suited to welding with soft wires such as aluminium or when the job requires longer than normal welding hoses (up to 16 metres in length).

Design of all the units is on a component basis and standardised modules allow the purchaser to specify basic equipment, custom build, or incorporate items into special machinery.

ELECTRONICS

New look for process control

ALTHOUGH at this stage no further proof can surely be needed of the value of the microprocessor in modernising industrial systems, some very telling evidence is nevertheless provided by Turnbull Control Systems, Mulberry Lane, Goring-by-Sea, Sussex BN12 4RB (0903 503041).

In a way this company has turned the wheel full circle in process controller philosophy. The analogue process controllers of the 1950s, admirable to the extent that they dealt with one process loop (variable) at a time, did not lend them-

selves well to complete automatic plant control.

So direct digital control naturally followed, in which banks of controllers were directly replaced by a computer. But, claims Turnbull, the result was the destruction of individual control loop integrity, a computer malfunction perhaps completely disrupting production.

First use of the micro in 1974 tended to bring process control back to a "unit" level, but typically 8, 16 or 32 loops are controlled by one micro and the integrity problem remains.

Now, plummeting LSI circuit costs have enabled Turnbull to take its next step—application of one micro to each loop giving a digital, bus-controllable device at cost competitive with that of the conventional discrete controller.

All controllers are physically identical, the particular controller function required being set up in the internal microprocessor by means of a removable handheld terminal. The terminal is also used to change control parameters, and can be locked away when not in use to prevent unauthorised alteration of process functions.

Front panel buttons select manual, closed loop control with locally adjusted set-point, or with remote set point control. Transfer between the three modes is "bumpless" and procedureless. The local set point buttons ("up" and "down") work in an accelerating mode: the longer one is held down the faster the set point will change. Momentary release reduces the change rate to a low value and the setting can then be "inched" to its final value.

Difference between set point and measured values is shown on a progressively illuminated line of LEDs—one lamp per 1 per cent error.

The control parameters are stored in a non-volatile memory which is battery-supported when the mains supply is removed. This will support the parameters for at least a year while the controller is not powered or is on the shelf. If the battery is falling, the undesignated points on the main display are flashed.

A communications port at the rear of the controller permits the memory to be updated by a computer, and terminals are provided to duplicate the front-panel push buttons, so allowing the controller to be driven from a remote operator panel.

QUALITY CONTROL

Swedes gain big U.S. contract

HIGH PRECISION gauging engineering components, introduced by the Swedish FFV Group, have been selected for a new turbo-engine plant being built for Chrysler Corporation in the U.S. by Avco-Lycoming. The twenty-one FFV Metem 100 systems ordered will be used for quality inspection of shafts, discs, rotors and other precision parts.

The system is already in use at the Volvo factories in Sweden where parts inspected include gearbox and engine components. For example, it takes only eight seconds, for 16 characteristics of connecting rods to be checked automatically.

The basic measuring unit has six calibrated measurement ranges, from plus or minus 0.003 mm to plus or minus 1 mm, with scale graduations from 0.1 to 50 micrometres.

Modular design of the system eliminates the need for custom-built gauging equipment, thus reducing costs, simplifying maintenance and repair, and permitting the design of the system to be adapted as needs change. In addition, data from the equipment can be controlled and processed by a computer.

Various different types of measuring units, each with the same external dimensions, fit into a rack which is available in three sizes to accommodate a maximum of six, 12 or 18 modules.

FFV, Industrial Products, Division, S-631, 01 Eskilstuna Sweden.

SAFETY Resisting attack

LATEST ADDITION to Chubb's range of safes, the Sovereign, has a single-cast unit body of copper-alumina composite which is said to offer unparalleled all-round resistance to thermic, impact, explosive and drill attacks.

Body casting is encased within a layer of carbon based material to give added thermic protection, and this is surrounded by heavy gauge steel.

Safe door is also formed of a one-piece casting of copper-alumina material and features the Isolator boltwork system first developed for the company's award-winning Trident and Treasury Safe ranges. This system also incorporates tungsten-carbide drill protection and, says the company, advanced anti-explosive devices. When the safe is locked, the bolt throwing mechanism is totally disconnected from the bolt operating handle.

Available in three sizes with reference numbers 40-21, 55-21 and 64-28/21. In a price range of about 25,000 to 38,000. More from Chubb at Tottenham Street, London W1P 0AA (01-637 2577).

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COMPUTING

UK group in Dutch link-up

IN ITS first move to establish a permanent base on the continent, Lowndes-Ajax Computer Service is to acquire I.V.A., a computer service company operating in Amsterdam and Rotterdam.

From April 1, Lowndes-Ajax will own a minority interest in I.V.A., which is currently offering a key-to-disc data preparation service with a turnover of about £1m p.a.

Lowndes-Ajax intends to link the Amsterdam office on-line to its IBM 370/158 and 155 in Croydon, by installing a remote batch terminal, multiplexor and leased I.V.A. line in the near future.

I.V.A. will continue to operate under the management of Fred Vriens and its existing name, as an associate of Lowndes-Ajax. But through it, Lowndes-Ajax will offer its accounting packages service, the use of Simplan for corporate modelling, interactive TIT45 terminals and active TIT71 terminals for general ledger and accounts payable processing. Local software companies in the Netherlands will undertake the development of custom-built systems for I.V.A./Lowndes-Ajax clients.

I.V.A. is at 29 Scheepmakersbaven, Rotterdam, Holland.



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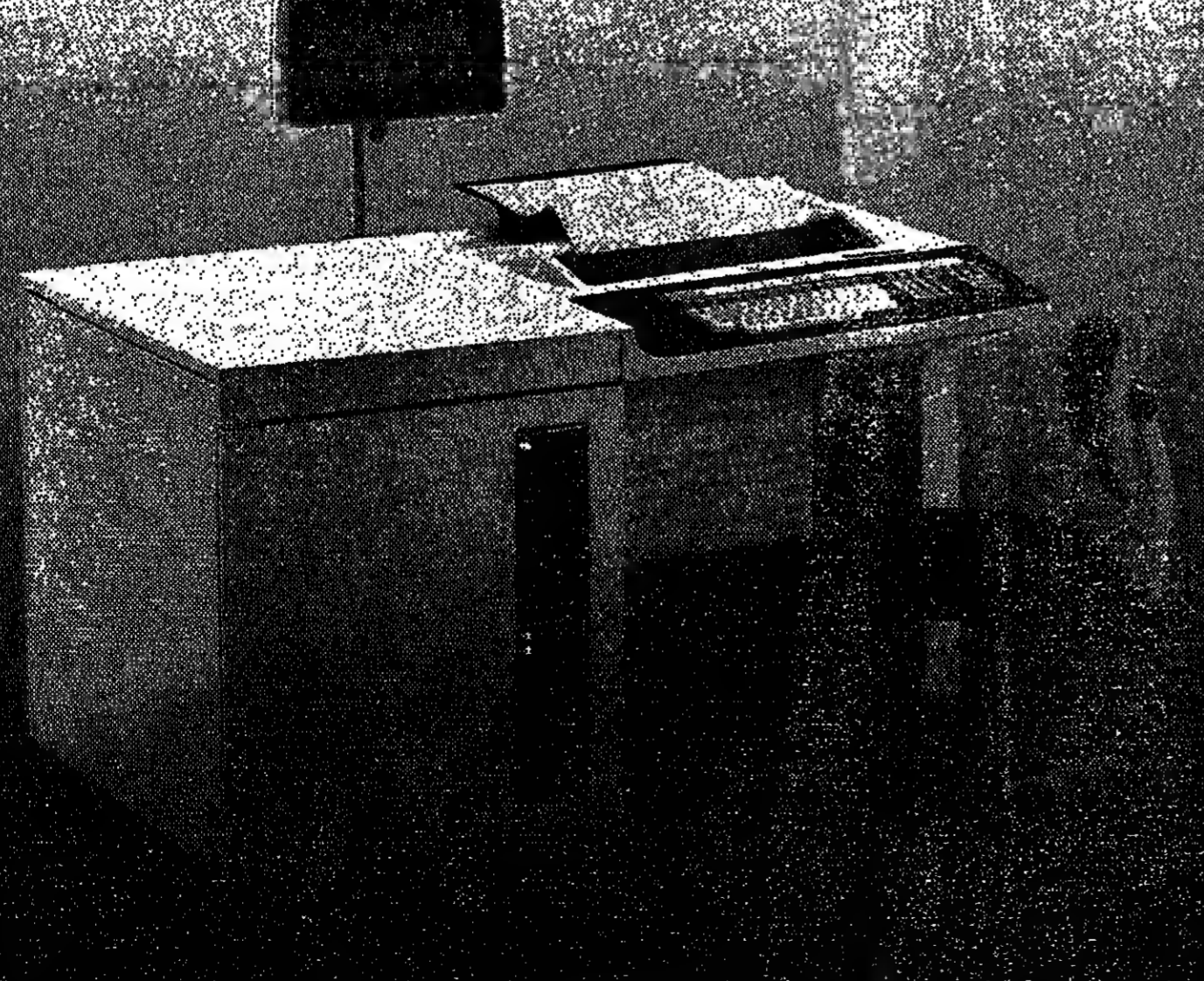
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What is more, this exceptional separation performance is obtained with a unit that is substantially smaller and more compact than other types of separator and is replaced even in the tightest of spaces.

The primary stage incorporates a unique design of plate pack which generates a modified simulated flow path which causes small particles of oil to collect into particles of 20mu or larger. These 20mu particles then separate by gravity and are captured on oleophilic plates from which the oil is swept upwards for collection. Water leaving the separator at this stage contains less than 25ppm of oil — four times less than the IMCO standard for discharge to sea.

Down to 5ppm. The secondary stage, with its three stages of contact to well below 5ppm, more than meets the IMCO standard for discharge to sea. The high efficiency of the primary stage enables the secondary stage elements to be of steeper construction, making them both less expensive and longer lasting. Moreover, the secondary stage requires considerably fewer cuttings, resulting in substantial savings in operating costs.

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maximises installation flexibility in bilge compartment locations.

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For further details, IMCO approved separators, contact your nearest Framarine representative or write to Framarine Ltd, 100, The Quadrant, London W1 1AA.

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UK COMPANY NEWS

Companies and Markets

Bank of Scotland over £34m—provisions lower

WITH THE clearing bank side benefitting from lower bad debt provisions, and higher interest rates, Bank of Scotland lifted taxable earnings by £3.3m to £24.25m in the year to February 28, 1979. This growth included a jump in its share of associates' profits from £760,000 to £2.16m.

HIGHLIGHTS

Lex considers the monetary projections contained in the Chancellor's truncated Budget speech yesterday in the light of the Government's borrowing requirement ahead of a full package of fiscal and monetary measures. The column also looks at Japanese bonds in relation to the sharp fall in the Yen.

Investments of £407,000 (£1.7m) have been included in the results. In common with the four larger London clearing banks, the Bank of Scotland has dropped the Leach-Lawson rules on disclosure and for the first time publishes details of provisions for bad and doubtful debts. At the opening of the year these provisions amounted to £15.5m but after write offs, less recoveries, of £5.99m and the £2.24m charge to revenue they finished the period at £27.7m.

St. Piran hits back at critics

THE BOARD of Saint-Piran has hit back at criticisms levelled by dissident shareholders about the conduct of the poll at Friday's EGM. The dissidents, led by Mr. Max Lewinsohn, claimed that the votes of 5 offshore companies were not valid. Coopers and Lybrand, the scrutineers appointed by Mr. Lewinsohn with the consent of the Saint-Piran board said: "Following legal advice we are not satisfied at present that instruments of proxy in respect of the following votes are valid."

Spirax-Sarco reaches £5.9m with 17.6% rise

FURTHER PROGRESS in the second half of 1978, with profits higher at £3.25m against £2.5m, resulted in full year pre-tax surplus of Spirax-Sarco Engineering, fluid control equipment specialist, ahead 17.6 per cent from £5.05m to a record £5.93m. Turnover rose by 18.6 per cent to £34.71m.

Table with 2 columns: 1978, 1977. Rows include Turnover, Profit before tax, Dividends, Retained.

Cape Inds. ahead to £12.7m

Taxable profits of Cape Industries rose from £11.88m to £12.73m in 1978 on turnover ahead from £185.37m to £189.25m. At the halfway stage the pre-tax surplus was down from £6.73m to £5.83m but the Board then said it was confident of making progress in restoring profit levels in the second half.

Savoy Hotel profit down to £1.1m: hit by higher costs

FOLLOWING the fall from £873,000 to £432,000 in the first six months, the Savoy Hotel reports profits before tax of £1.1m for 1978 compared with £2.69m a year earlier. Trading profit amounted to £1.76m against £5.16m before increased deductions for costs of general maintenance, depreciation, dividends and interest, and interest payable.

on the record levels achieved during the 1977 Jubilee celebrations and Savoy, with no provincial hotels or gambling interests to sustain it, felt the impact. Price rises pushed total turnover up by 11.5 per cent but, with margins under pressure, trading profits were down 7.5 per cent to £4.76m. The Forest Mere health centre in Hampshire made a significant initial contribution to group results but the company is not disclosing the figure at this stage. Earnings per share have been helped by the £123,000 tax credit (last year the tax bill was £719,691) and, on the "A" class ordinary shares, a 4.25p cumulative dividend of 7.1p a year ago. The shares, at 98p have a p/e of 22.6 and a yield of 1.8 per cent, clearly supported by bid speculation. Grand Metropolitan acquired 15 per cent of the votes last September, and another 4 per cent recently went to British and Commonwealth Shipping.

Law Land advances to £312,095

FOLLOWING A downturn in half-year profits from £358,279 to £237,248, the Law Land Company, property investment and development group, finished 1978 with pre-tax surplus up from £134,337 to £312,095, on turnover up nearly 11m to £9.93m. Basic earnings per 20p share are given lower at 0.85p to 1.5p, and a final dividend of 0.6p lifts the total net payment from 1p to 1.1p.

American development costs continue to hit R. Martin

WITH share of associated companies' profits lower at £51,936 against £98,725, taxable surplus of R. P. Martin fell from £359,553 to £287,888 in the six months to December 31, 1978. Turnover of this foreign exchange and currency broker increased from £1.94m to £2.4m. After tax of £225,355 (£230,829), stated earnings per 5p share are lower at 1.5p (2.4p). The net interim dividend is reduced to 1.5p compared with 2.5p on pre-tax profits of £245,812.

Table with 2 columns: 1978, 1977. Rows include Sales, Group profit, Depreciation, Dividends, Retained.

smaller fry are finding it hard going. There has already been one merger this year. Martin is not in a strong position although its balance sheet is perfectly sound. It has wisely decided to pay only covered dividends while the future is clouded. If last year's annual was repeated, the yield would be 12.3 per cent. The shares are vulnerable to a further fall.

The British Bank of the Middle East

"The Middle East remains a good place to do business" Extracts from a Statement by the Chairman, P. E. Hutson. The Year's Results and Capital Changes. Consolidated after tax published profits were £4,821,492, as compared to £6,759,576 a year ago, reflecting a fall in the level of business activity in a number of important areas. Another contributing factor was the transfer of our business in Saudi Arabia to the Saudi British Bank, while the appreciation of the pound reduced the value in sterling terms of profit remittances from our branches in some of our Bank has acquired a 40% shareholding in The Saudi British Bank. The new bank, being free of the restrictions applying specifically to foreign banks, is able to open new branches; the scope for expansion is very great and we feel sure of a bright future for The Saudi British Bank.

BRAINTREE BONDS

Braintree District Council is raising £0.5m through the issue of 12 per cent bonds due on March 30, 1983 while Hartlepool Borough Council is issuing £0.75m 12% bonds due on April 4, 1983. Both are issued at par.

DIVIDENDS ANNOUNCED

Table with 4 columns: Company, Current payment, Date, Total of last year.

PULLMAN INCORPORATED

At the Board meeting of March 21, 1979, the Pullman Board of Directors decided to withdraw from its rail passenger car business upon completion of contracts in process. For the quarter ending March 31, 1979, Pullman will include a provision of \$35 to \$40 million (net of taxes) to cover the estimated cost of phasing out operations, closing down fixed assets and employee benefit requirements.

Wesleyan & General Assurance Society

Successful year in Life Departments. Increased revisionary bonuses. Substantially improved terminal bonuses. Extracts from the speech of the Chairman, Mr. J. D. Field, in moving the adoption of the Report and Statement of Accounts for the year ended 31st December, 1978. I would like to pay tribute to the valuable service rendered by Mr. P. A. G. Osler, who, after 23 years' service, retired as Deputy Chairman and Director on the 31st December, 1978. The Board has appointed Mr. J. A. Alderson to be Deputy Chairman and Mr. H. J. Jones to be Vice-Chairman.

King & Shaxson, THE NEW THROUGHTON TRUST LTD., Wesleyan & General Assurance Society

UK COMPANY NEWS

Black and Edgington hit by £0.6m camping loss

A NEAR £600,000 loss was made by the camping manufacturing division of Black and Edgington in 1978. But the group's pre-tax surplus was shown up from £2.68m to £2.51m after including £600,000 profits from the sale of property in the latest figures.

After tax of £510,000 (£744,000) net profit comes out at £2.3m against £1.94m. Stated earnings per 50p share are down from 11.78p to 9.91p.

Table with 2 columns: 1978, 1977. Rows include Turnover, Trading profit, Interest, Associated profits, Associated taxes, Pre-tax profit, Tax, Profit after tax.

comment

Stripping out the property sale, Black and Edgington's profits dropped by a tenth. This disappointed the market and the shares fell 10p to 90p where the yield is 5.6 per cent and the p/e 8.8.

one of the new acquisitions which has been integrated into the industrial workwear division, probably lost around £0.15m, but the rest of the group traded satisfactorily.

Bulgin expands to £1.24m

PRE-TAX PROFITS of A. F. Bulgin, electronic and electrical components manufacturer, rose from £1m to a record £1.24m in the year to January 31, 1979.

Amey Roadstone advances

For the six months ended December 31, 1978, Amey Roadstone, a subsidiary of Consolidated Gold Fields, reports pre-tax profits up from £13.83m to £19.06m on increased turnover of £171.89m against £127.9m.

In the current year, however, trading has been severely affected by the bad weather during January and February in the UK, the U.S., and Holland.

These factors will influence the second half year, but the board looks forward to an increase in profits from operations for the year as a whole.

The increase in first half turnover resulted not only from the effects of inflation, but from some increase in volume within the UK and the U.S.

The first half profit is after interest of £2.15m (£1.47m) and depreciation and depletion of fixed assets amounting to £6.68m (£5.59m). Tax charge is £6.75m against £7.31m.

Pru Pension funds reach £384m

A VERY successful year in 1978 is reported by Prudential Pensions, the pensions investment manager company within the Prudential Assurance Company, with total funds under management rising from £228m to £384m.

posed expenditure: on existing properties represent commitments of about £3m.

Harrison and Sons down to £201,000

Taxable profits of Harrison and Sons, printer, fell from £303,000 to £201,000 in 1978, after a second-half downturn from £178,000 to £98,000. Turnover was higher at £20,46m against £17,66m.

American Trust earnings rise to 1.7p

STATED EARNINGS per 25p share of American Trust Co. rose from 1.42p to 1.7p in the year to January 31, 1979.

Mr. Desmond Reid, in his chairman's statement, points out that this substantial growth came from two main sources. There were the transfers by existing clients of the Pru from insured schemes to managed funds resulting in £63m being brought into the company and the introduction of the new pension scheme.

The Fixed Interest Fund almost doubled its value in 1978 from £54.4m to £102.9m, but the unit price fell by 1.2 per cent over the year.

The Property Fund rose by £46m during the year to £143m. A total of 23 properties were purchased during the year bringing the value of the invested portfolio to £122.5m.

The revenue available for ordinary shares went up from £11.2m to £13.6m after tax of £1.04m (£0.81m). The final dividend of 1.2p is paid, which lifts the total from 1.35p to 1.55p.

Net asset value per share is shown as 80.6p (£2.9p), after deducting prior charges at liquidation values.

Burdene sees pick-up to £350,000

Although mid-year profits of Burdene Investments show a reduction, the director forecasts an increased full year result of around £350,000 pre-tax compared with £312,864 last time.

Following the acquisition of a controlling interest in the group by Hawker Siddeley, figures for nine months to December 31, 1978 were produced and showed a pre-tax profit of £10.65m against £10.58m for the previous year.

The balance sheet as at December 31 shows bank overdrafts of £10.24m (£2.81m at March 31, 1978) and loans of £7.45m (£16.5m). Borrowings increased by £5.33m (£3.09m reduction).

Meeting, Grand Hotel, Bristol, April 26 at noon.

Carlton sees further profit increase

Despite adverse factors, some further increase in profits of Carlton Industries is expected this year Mr. L. Roydon, the chairman says in his report to shareholders.

The year started with the combination of a hard winter, a transport strike and an unprecedented rise in the price of lead, the chairman says.

It is too early to quantify the resultant effects or to conclude whether lost ground can be recovered during the rest of the year.

Revenue of C.L.R.P. Investment Trust advanced from £206,804 to £282,091 for the half-year to February 28, 1979, before tax of £92,707 against £74,488.

As forecast, the interim dividend is lifted from 0.8p to 0.9p net to reduce disparity and does not indicate an increased total — last year's final was 1.3p or £26,000 pre-tax revenue.

Net asset value is shown at 102.3p (101.5p) per 25p share.

Reduced loss for Titaghur Jute

With the loss in India down from £2.1m to £1.38 and UK profits nearly £19,000 higher at £114,451, the pre-tax loss of Titaghur Jute Factory Company came out at £1.26m for the year ended June 30, 1978 compared with a £2.01m deficit previously.

Loss per £1 stock unit is shown at 89.9p against 142.3p. Preference and ordinary dividends, last paid in 1972, are again omitted.

Indian operations for the first half showed losses of £750,000 (£833,000) and directors then said results for the second half would be no better.

Table with 2 columns: 1977-78, 1976-77. Rows include India turnover, India profit, UK turnover, UK profit, Pre-tax loss, Indian tax, UK tax, Net loss, Minorities, Attributable loss.

BEAUMONT PROPERTIES LIMITED. Sir Cyril Black reports on the year ended 30th September 1978. Results for the year 1978 and 1977. Profit before tax, Cost of Dividends, Shareholders funds.

ALLEN HARVEY & ROSS INVESTMENT MANAGEMENT LTD. 45 Cornhill, London, EC3V 3PB. Tel: 01-423 6314. Index Guide as at March 29, 1979. Capital Fixed Interest Portfolio, Income Fixed Interest Portfolio.

C.L.R.P. Trust ahead midway. Revenue of C.L.R.P. Investment Trust advanced from £206,804 to £282,091 for the half-year to February 28, 1979, before tax of £92,707 against £74,488.

We're right at home around the world. Scotiabank advertisement featuring a globe and text about international banking services.

Scotiabank THE BANK OF NOVA SCOTIA. Regional Office, Europe, Middle East and Africa. 12 Berkeley Square, London W1N 6BU. Telephone: 06-884-4500.

INTERNATIONAL COMPANIES and FINANCE

U.S. Treasury raises \$16bn

BY DAVID LASCELLES IN NEW YORK

WITH THE Federal debt ceiling finally raised to \$830bn the night before, after delays in Congress, the Treasury hurried yesterday to raise \$27bn in cash to keep itself in business.

BAYER IN THE U.S.

A long way from Wuppertal

A 2-PER CENT share of the huge U.S. market is the declared aim of the German Bayer group, Europe's second biggest chemical concern.

Rules and subsequently passed on to the U.S. company, Starling Drug, which still has the sole right to sell its "Bayer Aspirin" under this name in the United States and Canada.

The past few years have seen another burst of activity in the sphere of U.S. acquisitions. The newly formed Bayer holding company, Rhinechem Corporation, made a successful bid in early 1974 for the Californian pharmaceutical and veterinary

owner of Chemagro. The past few years have seen another burst of activity in the sphere of U.S. acquisitions. The newly formed Bayer holding company, Rhinechem Corporation, made a successful bid in early 1974 for the Californian pharmaceutical and veterinary

concentrated on Bayer's three major U.S. companies. Mobay, whose annual sales in 1978 of \$779.5m made it the group's biggest foreign subsidiary, will invest something like \$300m this year and next alone, most of this to go on new capacities for pigments, the main base MDI and agro-chemicals.

attracted that U.S. growth will not be at the expense of that in the Federal Republic, thus attempting to scotch certain apprehensions back home. In the long term, about two-thirds of group investments will continue to be made in Germany.

Weston pegs Bay terms

BY JIM RUSK IN TORONTO

GEORGE WESTON OF Toronto is sticking to its bid of C\$40 a share for control of Hudson's Bay Company, of Winnipeg, even though the Thomson family announced on Monday that it was raising its offer.

Nabisco forecasts higher first quarter earnings

NEW YORK — Nabisco, the biscuits and food group, expects first quarter earnings to increase by about 7 to 9 per cent over comparable 1978 earnings, according to Mr. Robert M. Schaefer, chairman.

Midland Bank signs China loan

By Francis Ghilly

EUROBONDS

BY OUR EUROMARKETS STAFF

SDR50m issue for Finland

THE FIRST ever bond for a sovereign borrower denominated in Special Drawing Rights (SDRs) was launched for the Republic of Finland yesterday by Credit Suisse First Boston.

matures in 1985 was quoted at 99-100.

Meanwhile, Swiss banks are continuing to arrange convertible issues in the form of private placements for Japanese companies: Banque de Paris et des Pays Bas (Suisse) has arranged a SFr50m convertible for Nichiei with a maturity of five years and nine months.

Phillips Petroleum outlook

BY OUR FINANCIAL STAFF

PHILLIPS PETROLEUM expects its first quarter to be as good as last year's because of the level of prices for crude oil and petroleum and an improvement in chemical markets, according to Mr. William C. Douce, president and chief operating officer.

international division had a somewhat slower start due primarily to adverse weather in Europe. The company does not anticipate further biscuit price increases this year as raw material costs appear favourable.

MIDLAND BANK signed an agreement yesterday to provide a \$100m five-year loan to the Bank of China. The proceeds are not tied to any specific project nor imports by China under the War No other terms are disclosed.

The last time an SDR denominated bond was arranged was 10 November, 1973, when the same lead manager arranged a SDR25m issue for the Swedish Investment Bank. Prior to that, just three SDR issues were floated in 1975, for Alustine, the Swedish Investment Bank and Electricite de France.

Prices moved up by a further point of a point in the dollar sector of the Eurobond markets yesterday. In the sterling sector, prices moved up in the morning but came down again later in the day. In the Deutsche Mark sector, prices were firmer yesterday than on Monday, but trading volume was described by dealers as thin.

Banka del Gottardo is arranging a SFr25m convertible for Makino Milling, the final terms of which will be fixed next week. Swiss Volksbank is arranging a SFr30m convertible for Tokyo Hotel Chain. The maturity of this convertible will be five years and eight months.

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THIS ANNOUNCEMENT APPEARS AS A MATTER OF RECORD ONLY



THE DOMINICAN REPUBLIC

U.S. \$185,000,000 MEDIUM TERM CREDIT FACILITY

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AMERICAN EXPRESS INTERNATIONAL BANKING CORPORATION BANK OF AMERICA NT & SA THE BANK OF TOKYO, LTD. THE CHASE MANHATTAN BANK, N.A. CITIBANK, N.A. LIBRA BANK LIMITED MANUFACTURERS HANOVER TRUST COMPANY ORION BANK LIMITED RBC FINANCE B.V. THE ROYAL BANK OF CANADA ROYWEST BANKING CORPORATION LIMITED SECURITY PACIFIC BANK

THE CHASE MANHATTAN BANK, N.A.

Sharp gain at Corning Glass

NEW YORK — Corning Glass Works has had a strong start to the current year with first quarter earnings rising from \$12.02m or \$1.24 a share to \$33.99m, equal to \$1.92 a share.

Recovery at Chessie

CLEVELAND — Chessie, largest coal hauler in the U.S., has made a sharp recovery with first quarter earnings totaling \$8.3m, equal to 42 cents a share.

RESULTS IN BRIEF Parker Drilling income boost

NEW YORK — The Oklahoma-based drilling service company Parker Drilling experienced a sharp upturn in net income for the six months ended February 28.

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these or other bonds see the complete list of Eurobond prices published on the second Monday of each month.

Table with columns for U.S. DOLLAR, DEUTSCHE MARK, EUROBONDS, and CONVERTIBLE BONDS, listing various bond issues with their terms and prices.

B and M declares itself bankrupt

By Andrew Fisher in Frankfurt WEST GERMAN construction company, Beton-und-Monierbau, is to declare itself bankrupt...

French state to tap bond market

By Terry Dowditch in Paris THE FRENCH Government's determination to continue to finance as much as possible of its budget deficit through a series of bond offerings was underlined yesterday with the announcement of a new FF 3bn (\$700,000) issue...

Profits at Olivetti plunge by 60%

BY PAUL BETTS IN ROME OLIVETTI SpA, the parent company of the Olivetti mechanical engineering and electronics group, saw its profits last year decline by 60 per cent to L2.1bn (\$2.49m) from L5.3bn...

(\$853,825m) last year representing a 24.9 per cent increase over 1977. Consolidated turnover rose by 14 per cent on a year-on-year basis to L1,555.8bn...

Creusot-Loire deficit doubles

BY DAVID WHITE IN PARIS CREUSOT-LOIRE, the French engineering, steel and nuclear concern, saw its parent company net loss more than double last year to FF 333m (\$73m)...

a better financial structure, the company said, and these were expected to start bearing fruit this year despite a mediocre economic situation...

Losses continue at Brostroem

BY VICTOR KAYETZ IN STOCKHOLM BROSTROEM, the Swedish shipping group, reports a 1978 pre-tax loss of SKR 227m (\$32m), against a 1977 loss of SKR 157m...

Due to depressed prices these sales resulted in losses of SKR 144m, against 1977 profits of SKR 10m for disposals. The group's loss after extraordinary items was SKR 462m, compared with SKR 194m...

Subsidiaries lift turnover for Oce group

BY OUR AMSTERDAM CORRESPONDENT THE DUTCH copier group, Oce-van der Grinten, is considering further acquisitions abroad despite the fact that it is still absorbing the UK Ozalid concern...

Canadian company, Hughes Owens, are improving after the considerable losses of recent years. Oce is merging its activities with the former Ozalid companies in Europe, notably Oce-Ingut and Copytrade in Sweden and four subsidiaries in France...

ABN steps up overseas expansion

By Charles Bachelor in Amsterdam ALGEMENE BANK Nederland (ABN) intends to expand its branch networks in West Germany, the U.S. and Canada as part of its planned concentration of Europe and North America for future growth abroad...

Dutch paper group ahead

BY OUR AMSTERDAM CORRESPONDENT PROFITS of the diversified Dutch paper and board group Eurochem-Papierfabriek (EP) continued to suffer in 1978 from losses at the Belgian subsidiary, Paratieries de Mont St. Guibert...

Slight drop in Eurofima earnings but payout held

BY JOHN WICKS IN ZURICH EUROFIMA, THE Basle-based company owned by European railway administrations for the financing of rolling stock, is to pay an unchanged dividend of 4 per cent for 1978 from slightly lower net profits of SwFr 17.6m (\$10.35m) compared with SwFr 17.8m for 1977...

Bank Bumiputra Malaysia Berhad U.S.\$30,000,000 Floating Rate Notes 1984

Republic Steel Corporation U.S.\$36,000,000 Eurodollar Revolving Credit and Term Loan

Genstar Limited has concluded the sale of the cement and cement product operations of its wholly-owned subsidiary Miron Company Limited to Interdec (Canada) N.V.

Alcan Aluminio do Brasil S.A. U.S. \$80,000,000 Twelve Year Loan Managed by Orion Bank Limited

Republic Steel Corporation U.S.\$36,000,000 Eurodollar Revolving Credit and Term Loan

Companies and Markets INTL. COMPANIES and FINANCE

MODEST 1978 GAIN FOR JARDINE

Better prospect seen after write-offs

BY ANTHONY ROWLEY IN HONG KONG

JARDINE MATHESON and Co., the biggest of the diversified trading and services groups in Hong Kong—here, has announced attributable after-tax profits of HK\$336m (US\$67.2m) for the year to December 31.

Kong to Hongkong Land for around HK\$400m. The net result was that there were extraordinary profits for Jardine of HK\$9.5m after-tax, compared with extraordinary losses of HK\$6m in 1977.

The final dividend being paid in cash to all shareholders. The dividends are 2.2 times covered. Jardine says that its liquidity had improved significantly by the end of last year, while term borrowing had been reduced.

considerable progress in "eliminating or stabilising problems" which had affected Jardine Industries in Hong Kong and Jardine Davies in the Philippines.

Swire Properties ahead

BY OUR HONG KONG CORRESPONDENT

SWIRE PROPERTIES net attributable profits for the year ended December 31 were HK\$162.2m (U.S. \$32.4m).

1979 would show a "further improvement, although the outlook is less certain". This caution echoes that expressed last week by Sincapore Land, the biggest of the real-estate groups in Hong Kong and by Cheung Kong, the leading Hong Kong-Chinese owned property group here.

Arab Bank profits and assets rise

By Rami G. Kheiri in Amman

THE ARAB BANK, the largest commercial bank in the Arab world, based in Amman, has reported a net profit of JD 13m (\$41m) for last year, compared with JD 12.3m the previous year.

Email broadens Kelvinator bid

ADELAIDE — Email is to extend an offer to the remaining shareholders in Kelvinator Australia—as soon as practicable, but not before it has had time to consider the full implications of making such a bid.

Both announcements represent a reversal of Email's attitude on Monday when it rebuffed Sydney Stock Exchange requests to disclose the price paid for Simpson Pope's shares and to consider making a bid to the remaining shareholders in Kelvinator.

measure, after Email made its first cash plus share bid for the company, then worth A\$1.61 a share. Simpson Pope moved into the market, Email withdrew the offer and later proposed a bid for Kelvinator shares at A\$2.30 each aimed at purchasing 50 per cent of the company.

Ecofield buys Wheelock stake

By Our Own Correspondent

WHEELLOCK MARDEN has announced that its wholly-owned subsidiary, Australmar Investments Proprietary, has sold 700,000 of the shares it owned in Wheelock Marden Investments (Australia), a company publically quoted in Sydney.

Pick 'n Pay earnings up

BY JIM JONES IN JOHANNESBURG

PICK 'N PAY, the South African supermarket chain, has announced a 41.6 per cent turnover increase to R466.5m (\$55.2m) for the year to February 28 from R329.6m in the previous year, and a similar percentage rise in pre-tax profit to R14.1m (\$1.7m), from R9.9m.

Mr. Ackerman remains confident on his company's prospects. He expects growth to continue with the main objective this year the opening of large country stores away from the major urban areas in which until now Pick 'n Pay has concentrated its efforts.

Ben hit by losses in Malaysia

By H. F. Lee in Singapore

BEN AND CO. continues to be beset by problems, with last year's final tally again ending in the red. The pre-tax loss for the year ended December 1978, was S\$900,000 (U.S. \$270,000) compared with a loss of S\$1,500,000 for the previous period of ten months.

American Express International Banking Corporation

Table with 3 columns: Assets, Liabilities and Shareholder's Equity, and Board of Directors. Includes financial data for December 31, 1978 and 1977, and names of board members like Hoyt Ammoon and Richard F. Blanchard.

AMERICAN EXPRESS International Banking Corporation

Commercial Banking Branches and Subsidiaries: Amsterdam, Antwerp, Athens, Bahrain, Basle, Bombay, Brussels, Cairo, Calcutta, Cannes, Chittagong, Copenhagen, Dacca, Dubai, Düsseldorf, Florence, Frankfurt, Geneva, G'nd Cayman, Hamburg, Heidelberg, Hong Kong, Jakarta, Jakarta Kota, Karachi, Kuala Lumpur, London, Manila, Milan, Monte Carlo, Munich, Naples, New Delhi, Nice, Okinawa, Paris, Praeas, Rome, Salonica, Seoul, Singapore, Taipei, Tokyo, Venice, Vienna, Zurich, Agency: New York City, Representatives: Birmingham, Buenos Aires, Caracas, Edinburgh, Manchester, Tehran, Commercial Banking Affiliates: Egyptian American Bank, Cairo (49% owned), Investment Banking Subsidiaries and Affiliates: Amex Bank Limited, London; American Express Middle East Development Company S.A.L., Beirut and Amman; American Express Middle East Development Co. (Amexco-Egypt) S.A.E., Cairo; Amex Barcom Limited, Hong Kong (75% owned); Multipar Empreendimentos e Participações Ltda., Rio de Janeiro (50% owned); The Barcom Group, Inc., Manila (25% owned).

International Headquarters: American Express Plaza, New York, N.Y. 10004

All of these securities having been sold, this announcement appears as a matter of record only.

\$450,000,000

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Forty Year 9 5/8% Debentures, due March 15, 2019

Goldman, Sachs & Co.

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Salomon Brothers

Dean Witter Reynolds Inc.

Morgan Stanley & Co.

The First Boston Corporation

Blyth Eastman Dillon & Co.

Dillon, Read & Co. Inc.

Donaldson, Lufkin & Jenrette

Drexel Burnham Lambert

Lazard Frères & Co.

Loeb Rhoades, Hornblower & Co.

Paine, Webber, Jackson & Curtis

Smith Barney, Harris Upham & Co.

Warburg Paribas Becker

Wertheim & Co., Inc.

Bear, Stearns & Co.

L. F. Rothschild, Unterberg, Towbin

Shearson Hayden Stone Inc.

ABD Securities Corporation

A. E. Ames & Co.

Atlantic Capital

Basle Securities Corporation

Alex. Brown & Sons

Daiwa Securities America Inc.

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F. Eberstadt & Co., Inc.

A. G. Edwards & Sons, Inc.

EuroPartners Securities Corporation

Robert Fleming

Kleinwort, Benson

Ladenburg, Thalmann & Co. Inc.

Moseley, Hallgarten, Estabrook & Weeden Inc.

New Court Securities Corporation

The Nikko Securities Co.

Nomura Securities International, Inc.

Oppenheimer & Co., Inc.

Piper, Jaffray & Hopwood

Wm. E. Pollock & Co., Inc.

Scandinavian Securities Corporation

Stuart Brothers

Thomson McKinnon Securities Inc.

Tucker, Anthony & R. L. Day, Inc.

Wood Gundy Incorporated

Yamaichi International (America), Inc.

April, 1979

ASEAN FINANCE

Challenge to merchant banks

BY ANTHONY ROWLEY, RECENTLY IN JAKARTA

EUROPEAN MERCHANT banks operating in the five-member Association of South East Asian Nations (ASEAN) may find themselves facing competition from a new kind of indigenous investment bank in future.

But it is not only in the fields of investment banking and corporate finance that these proposed new financial institutions for resource and industrial development within ASEAN are posing a challenge to the European banks in the area.

What are provisionally being termed "resource development" banks, to be owned by private and state banks in ASEAN, possibly with foreign participation, would assume what some south-east Asian bankers describe as the "pioneering" role of merchant banks in financing and resource development.

As they see it, European merchant banks are no longer fulfilling this role, within ASEAN at least. The idea of creating these institutions was mooted at the most recent meeting of the council of the ASEAN central banks, in Bali, in February.

The council comprises five senior bankers from each of the ASEAN states — Indonesia, Malaysia, the Philippines, Singapore and Thailand. The scheme is the brainchild of Omar Abdullah, chairman of the Indonesian National Banking Association.

Dr. J. Paoglaykim, president director of the Sejahtera Bank Umum (SBU) in Jakarta, and a member of the three-year-old ASEAN Banking Council, is the co-ordinator of a study team commissioned by the council to examine the idea of resource development banks.

Dr. Paoglaykim said that the intra-regional banking forum had been looking at new ideas and concepts which would fit in with the different stages of banking development and the different monetary regimes within ASEAN.

the old (European) merchant banks were more adventurous. The old pioneers are not pioneering any more. Dr. Paoglaykim suggests that the ASEAN institutions should study the development of the "sogo shosha" in Japan. Literally, these are "general trading companies". But the 15 sogo shosha are designed to "facilitate and develop trade flows and industrial activities both at the international and domestic level," according to a Japan Foreign Trade Council description.

With characteristic Japanese thoroughness, they seek out trade and investment opportunities in manufacturing, construction and services industries, as well as in resource-development projects. They then organise the capital, management and corporate framework to meet the identified needs. In effect, they are multi-service umbrella organisations for stimulating economic activity.

Their resource development function is particularly interesting to ASEAN, which has an abundance of raw materials but is still largely unskilled in the ways of processing and marketing them—a role often fulfilled by Japanese trading houses.

The recent ASEAN-EEC conference on industrial co-operation held in Jakarta was designed to attract European capital and technology into agricultural and other resource-development projects in particular, but there was little initial sign of any great European enthusiasm for such investments.

Dr. Paoglaykim tentatively foresees banks in the region "re-grouping according to their own choice" to form perhaps five resource development banks, with shareholdings from each of the five member countries' banks. The banks would

then be free to gear up on this ASEAN equity by borrowing. State banks, which in Indonesia control 83 per cent of banking system credit, would have to be able to participate with private banks in these new venture-capital institutions. If the idea is to get the blessing of the various national monetary authorities and central banks in ASEAN. However, there are currently national regulations which do not permit State-owned banks to operate in certain ASEAN States.

A working paper is to be circulated among ASEAN Banking Council members in time for them to discuss the ideas further at the next council meeting, which is scheduled for July in Singapore. Dr. Paoglaykim envisages the proposed institutions concentrating on the development of agri-business as well as on industrial development, and also providing services such as underwriting and placing of shares to encourage the development of stock markets in ASEAN.

He admits that there may be many difficulties before the ideas could be put into practice, and that it may be three or four years before it is possible to establish the first of the new development banks.

The resource development banks could "buy technology from abroad and hire foreign managers and technical experts if necessary, the SBU bank head says, but the majority of the staff should be from ASEAN." Not all ASEAN expertise is fully utilised. We are too much inhibited, too much impressed by the availability of managers from the West. Foreign banks would be welcome to co-operate with the ASEAN resource banks, however.

Singapore (because of its relatively developed money market) and Indonesia (because of its act as the intermediary for us to come into the international capital markets for loans". Dr. Paoglaykim suggests.

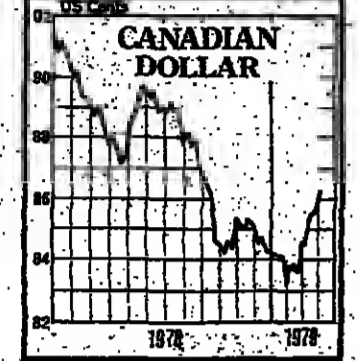
The idea is still tentative, and it is experience with ASEAN joint industrial and complementary projects is any guide, may prove to be a slow or even non-starter. However, increasingly both governments and the private sector in ASEAN are realising that the mobilisation of domestic capital and skills is at least as important, if not more important in the long run, as foreign investment for their development.

Handwritten signature or mark at the bottom of the advertisement.

Pound easier; yen weak

The dollar and sterling tended to move in the same direction once again in the foreign exchange market yesterday.

2,065, a fall of 15 points on the day. The Irish punt rose slightly against the dollar, closing at \$2.0395, compared with \$2.0375 on Monday.



CANADIAN DOLLAR

The dollar's trade-weighted index, as calculated by the Bank of England, rose to 83.4 from 83.2 per cent.

The Italian lira remained the strongest currency in the European Monetary System, showing a rise from its ECU central rate of 1.4205 per cent, compared with 1.3422 previously.

FRANKFURT—The Bundesbank did not intervene when the dollar was fixed at DM 1.8880 against the D-mark, compared with DM 1.8810 previously.

Table of Exchange Cross Rates for various currencies including Pound Sterling, Deutsche Mark, Japanese Yen, etc.

Table of Currency Movements showing Bank of England and Morgan Guaranty Index changes for various currencies.

Table of Euro-Currency Interest Rates for various currencies and terms.

Table of Money Rates for various currencies and terms.

INTERNATIONAL MONEY MARKET Paris rates easier

Short-term interest rates showed an easier tendency in Paris yesterday, reflecting the high level of liquidity in the market.

unchanged at yesterday's auction at 8.05 per cent. Rates on one, two and three-month Treasury bills were also unchanged at 7.5 per cent, 7.75 per cent and 7.90 per cent respectively.

AMSTERDAM—Call money showed little change at 7.7 per cent but longer term rates were generally higher.

UK MONEY MARKET Full credit supply

Bank of England Minimum Lending Rate 13 per cent (since March 1, 1979).

Factors against the market included a moderate net take up of Treasury bills to finance and a small increase in the note circulation.

Table of London Money Rates for various currencies and terms.

Table of Money Rates for various currencies and terms.

Table of The Pound Spot and Forward rates for various currencies.

Table of The Dollar Spot and Forward rates for various currencies.

Table of Currency Rates and Currency Movements.

Table of Other Markets for various currencies.

INDUSTRIAL ARCHITECTURE AWARD 1979. Applications are now invited for the 1979 award for an outstanding work of industrial architecture in the United Kingdom.

COMPANY NOTICES. THE AFRIKANDER LEASE LIMITED. VAAL REEF'S EXPLORATION AND MINING COMPANY LIMITED.

LEGAL NOTICES. IRWIN PHOTOGRAPHY LIMITED. PUBLIC NOTICES. NOTICE OF MEETING.

ROBECO. ROTTERDAMSCH BELEGGENSGONSORTIUM N.V. With reference to the announcement dated 29th March, 1979.

RESIDENTIAL PROPERTY. FRANCE VALLEE DU RHONE ESTATE FOR SALE. 114 acres, one owner, very healthy alluvial land.

TDK ELECTRONICS CO., LTD. (CDRs). The undersigned announces that the Annual Report for November 30th, 1978.

EDUCATIONAL. FLORENCE—Laura Italian outskit and well at the British Legation. PERSONAL. DOWNTOWN MANHATTAN OFFICES AT OUT-OF-TOWN PRICES.

Table of Classified Advertisement Rates for various categories and lengths.

Companies and Markets

Early Wall St. rally as nuclear threat lessens

INVESTMENT DOLLAR... Effective 32.0662 23% (24.5%)

REVERSING THE recent reaction... Wall Street staged a useful advance in active early dealings yesterday as selling ebbed in the hard-hit nuclear power stocks.

The Dow Jones Industrial Average moved ahead 7.10 to 893.33 at 1 pm, while the NYSE All Common Index rose 47 cents.

Closing prices and market reports were not available for this edition.

to \$57.20 and gains commanded more than a two-to-one lead over declines. Turnover amounted to 33.59m shares at 1 pm.

Analysts said the selling on Monday in nuclear-related issues appeared to have reached a climax and that a rebound was due. The recovery was aided by reports that the chances for safe cooling of the crippled Three Mile Island nuclear reactor had improved.

Other helpful market factors were the strength of the dollar and the large amount of cash in the hands of institutions. These cash reserves have tended to soften recent downturns, analysts added.

However, the trucking shutdown remained a worry, with some industries already feeling the impact of the strike lock-out.

General Public Utilities topped the active list after trading was resumed for the first time in two days, but the shares lost 1/4 to \$14.

The utility stated on Monday that both its profits and finances would be hurt by the accident at its Three Mile Island plant and said consideration of dividends would have to await assessment of the accident's cost.

Other Nuclear Power issues picked up. Kerr-McGee, a major uranium producer, rose \$1 to \$49. Combustion Engineering put on \$1 to \$38 and J. Ray McDermott, whose Babcock and Wilcox unit built the Three Mile Island plant, gained 3/4 to \$19.

Macmillan climbed 1/4 to \$16. The company said that it is willing to consider mergers under certain conditions. H. K. Porter has acquired 7 per cent of Macmillan as an investment.

Among Airlines, Delta put \$1 to \$41. Trans World \$1 to \$17, active Allegheny \$1 to \$11 and Braniff \$1 to \$12. UAL rose \$1 to \$26 despite a strike against its United Airlines subsidiary.

THE AMERICAN SE Market Value Index strengthened 1.34 to 1738.80 at 1 pm on volume of 2.67m shares.

Dynalene, the leading Amer active, rose \$1 to \$8. It has received a contract to complete development of Kennecott Copper's coal desulphurisation plant.

Oils were mostly higher, but

Sundance Oil on lower fourth-quarter net earnings, declined 1/4 to \$26.

Canada A recovery tendency was also apparent on Canadian markets yesterday morning as a fairly active business after the previous day's sharp retreat.

The Toronto Composite Index, down 15.7 on Monday, regained 5.5 to 1468.9 at noon. The Oils and Gas Index moved ahead 19.3 to 2189.6, while Metals and Utilities 0.63 to 214.42 and Banks 0.47 to 302.89. Golds, however, lost 8.7 to 1362.0 and Papers shed 0.75 to 160.97.

Tokyo There was a further widespread setback in moderate activity with the market still worrying about a possible credit squeeze and also concerned about the year's sharp depreciation against the dollar which could increase inflationary pressure.

The Nikkei-Dow Jones Average ratio fell to 53.92 from 53.92, 0.0387 and the Tokyo SE index fell 4.24 more to a low for the year of 441.1, while volume came to 260m shares.

Large-capital, speculative and resource-related shares were predominantly lower and came too late for the market.

Hitschi lost Y3 to Y355.

Nippon Steel Y4 to Y122, Toray Industries Y9 to Y170, Matsushita Electric Industrial Y10 to Y600, Kirin Brewery Y11 to Y445, Takeda Chemical Y16 to Y350, Canon Y13 to Y550, House Food Y15 to Y980 and Pioneer Electronic Y30 to Y2150.

Electric Power issues showed marked weakness, with Kansai Electric Power, falling Y64 to Y910.

Germany After Monday's depression, stocks displayed a downward tendency in moderate trading. Brokers said the weakening trend was a result of selling orders accumulated during the five-week strike of brokers' clerks, which ended on Monday, while also saying investor enthusiasm was dissension within the French Government majority parties.

Apart from generally higher Oil and Public Services and a mixed Foods group, declines dominated in all sectors, with Continental losses being observed among Metals.

Closing a per cent or more below Monday's levels were Credit du Nord, Steinhilber, Dumetz, Tapes de Luxence, Sauer, Saeber and Benschel-Weil, which were also affected by its announcement of a lower 1979 profit.

Gaining against the general trend were Minim, Thompson-Renaud, Primagaz, Air Liquide, Francaise de Airframe and Europe 1.

Motors were well favoured. Daimler-Benz gained DM4.00 following news of a new car plant to produce a small passenger mode. Volkswagen and BMW advanced DM2.50 apiece.

Among Utilities and Mining, VEBA gained DM1.10, VEW DM1.00 and RWE DM1.20. Major Steel companies rose between DM3.00 and DM4.00.

Construction issues finished mixed, with Hoech-Tief up DM4.00 but Holzmann off DM4.00.

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Gaining against the general trend were Minim, Thompson-Renaud, Primagaz, Air Liquide, Francaise de Airframe and Europe 1.

Cheung Kong 30 cents to HK\$2.80 and Sun Hung Kai 25 cents to HK\$2.35, while Swire Pacific "A" rose 15 cents to HK\$7.60 and China Light 10 cents to HK\$2.70.

Australia Minings were easier-inclined, but Uranium regained part of Monday's sharp falls, aided by better news regarding the dangerous situation at the Harrisburg nuclear plant in the U.S.

Among Uranium issues, Pancontinental, AS10.70, recouped 70 cents of the previous day's loss of AS2.40, while Kathleen Investments rallied 20 cents and Queensland Mines 15 cents to close at the common price of AS3.30. Peko-Walsend picked up 10 cents to AS5.40 and Ranger partner EZ Industries held steady at AS5.00.

Elsewhere in the Mining hoards, Metals Exploration, 69 cents, Oakbridge, AS1.40, and Other Exploration, 41 cents, recouped 4 cents apiece, but CRA recovered 6 cents to AS3.54 and Central Newsprint Gold rose AS 20 to AS20.20.

Among an irregular industrial sector, BHP slipped back 5 cents to AS11.70, while Dunlop recovered 6 cents to 91 cents, but Federal Trust put on 5 cents to AS1.80.

Yamato advanced 21 cents to AS 19 in response to a bid from British Airways.

In the Tokyo group, National Industrial rose AS 22.50 and ANZ 3 cents to AS4.15.

NEW YORK

Table of stock prices for various companies in New York, including Abbott Labs, AM International, Adco Oil & Gas, etc.

NEW YORK

Table of stock prices for various companies in New York, including Carnation, CIP International, CNO, etc.

NEW YORK

Table of stock prices for various companies in New York, including Revlon, Woodworth, Wm. Wrigley, etc.

CANADA

Table of stock prices for various companies in Canada, including Albitri Paper, Agip, Agnico Eagle, etc.

HONG KONG

Table of stock prices for various companies in Hong Kong, including AEG, Allianz, Bayer, etc.

JOHANNESBURG

Table of stock prices for various companies in Johannesburg, including Anglo American, Anglo Coal, etc.

Indices

Table of indices for New York, London, and other markets, including Dow Jones, Nikkei, etc.

Table of indices for Standard and Poors, including Industrial, Composite, etc.

Table of indices for H.Y.S.E. All Common, including April, Mar, Feb, etc.

Table of indices for Montreal, including Industrial, Composite, etc.

Table of indices for Johannesburg, including Industrial, Composite, etc.

Table of indices for Tokyo, including AEG, Allianz, Bayer, etc.

Table of indices for Australia, including ACMIL, AMATL, etc.

Table of indices for Stockholm, including AGAAS, Alfa, etc.

Table of indices for Oslo, including Bergen Bank, etc.

Table of indices for Johannesburg, including Anglo American, etc.

Table of indices for Paris, including Air France, etc.

Table of indices for Switzerland, including AEG, Allianz, etc.

Table of indices for Milan, including Alfa Romeo, etc.

Table of indices for Vienna, including Creditanstalt, etc.

EUROPEAN OPTIONS EXCHANGE

Table of European options exchange data, including Series, Vol., Last, etc.

BASE LENDING RATES

Table of base lending rates for various banks, including A.B.N. Bank, etc.

BASE LENDING RATES

Table of base lending rates for various banks, including Hambros Bank, etc.

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COMMODITIES and AGRICULTURE

Companies and Markets

Nickel futures market planned

BY JOHN EDWARDS, COMMODITIES EDITOR

A NICKEL futures market is to be launched later this month by the London Metal Exchange...

protested to the Department of Trade about the potential harm from the new market. However, the Metal Exchange said that it is not seeking to replace the producer price structure...

Sharp rise in tin market

By John Edwards, Commodities Editor

TIN PRICES jumped on the London Metal Exchange yesterday as fresh buying came into an oversold market...

Escape from the 'famine trap'

BY K. K. SHARMA IN NEW DELHI

WHILE INDIA'S foodgrain storage space is already strained by three successive bumper harvests, the Ministry of Agriculture has forecast yet another record harvest for 1978-79...

'No' to price war in wheat trade

OTTAWA—Canada and Australia have agreed to refrain from trying to increase their shares of the international wheat market...

Protest at meat levy increase

BY RICHARD MOONEY

THE UK Meat and Livestock Commission has angered British livestock farmers, slaughterers and meat processors by announcing a 3% per cent increase in the levies through which it is financed...

Dispute hits wool exports

SYDNEY—A dispute at Wool-dumpers, a New South Wales company, is delaying the export of about 14,000 bales of wool to Japan, the USSR and Western Europe...

No ban yet on hide exports

A MEETING of Common Market diplomats and Commission officials has failed to agree on a British appeal for a ban on all exports of raw hides from the EEC...

Drought hits Central American coffee crop

BY OUR COMMODITIES STAFF

COFFEE SUPPLIES from Central America and Mexico could fall 3.8m bags short of demand in the second half of this year, Mr. Eduardo Gonzalez, president of the Central American Coffee Producers' Federation said in Guatemala City yesterday...

BRITISH COMMODITY MARKETS

Table with columns for Base Metals, Copper, Zinc, Lead, Tin, and other commodities with their respective prices and changes.

AMERICAN MARKETS

Table with columns for Soybean Meal, Soybean Oil, and other commodities with their respective prices and changes.

PRICE CHANGES

Table showing price changes for various commodities like Metals, Rubber, and Soybean Meal.

EUROPEAN MARKETS

Table showing market data for European regions including London, Rotterdam, and other ports.

Insurance Base Rates advertisement listing property and fire insurance rates.

Silver advertisement for International Molasses, providing contact information and product details.

Wool advertisement for International Molasses, detailing wool grades and prices.

Meat/Vegetables advertisement for International Molasses, listing various meat and vegetable products.

Large advertisement for International Molasses featuring a 'Special blend?' and 'LONDON COMMODITY CHARTS'.

Advertisement for COCOA, providing details on cocoa grades and prices.

Advertisement for WOOL FUTURES, detailing wool market trends and prices.

Advertisement for INDICES and DOW JONES, providing market index data and analysis.

Companies and Markets

LONDON STOCK EXCHANGE

Markets drift lower on further small profit-taking
Equity index closes 6.9 down at 525.3 and Gilts lose 5/8

Account Dealing Dates
*First Declara- Last Account
Dealings Dealings Day
Mar. 26 Apr. 5 Apr. 6 Apr. 18
Apr. 9 Apr. 19 Apr. 20 May 1
Apr. 23 May 3 May 4 May 15

lowest at 5 1/2 per cent for a fresh run of 1 1/2 points. Yesterday's SE conversion factor was 0.5029 (0.7918).

settled by the warning on profit margins, while trading statements failed to benefit Highland Electronics, 7 3/4, and Anglo A, 3 1/2, down 2 and a penny respectively.

Edgington, but fresh speculative demand lifted Management Agency and Music 5 to 15 1/2. In a marked absence of buying interest, Motors and kindred issues closed slightly easier.

In Plantations, support was forthcoming for selected secondary counters with the Evans group of companies outstanding; Berrams added 7 to 16 1/2, while Anglo-Indonesian, 11 1/2, and Anglo-Indonesian, 11 1/2, firm 4 and 5 respectively.

Gold Fields fell 5 to 21 1/2 in front of today's half-year figures as profit-taking set in after the recently attained 1979 high. South African Golds remained out of favour despite the continuing steadiness of the bullion price.

FINANCIAL TIMES STOCK INDICES
Table with columns for indices (Government Secs, Fixed Interest, Gold Mines, etc.) and dates (April 3, April 2, March 30, March 27, March 27, Year Ago).

HIGHS AND LOWS
Table showing high and low prices for various stocks like Govt. Secs, Fixed Int., Ind. Ord., Gold Mines, etc.

ACTIVE STOCKS
Table with columns for Stock, Denomination, No. of Shares, Closing Price, Change, 1979 High, 1979 Low.

OPTIONS
Table with columns for Stock, Denomination, No. of Shares, Closing Price, Change, 1979 High, 1979 Low.

RISES AND FALLS YESTERDAY
Table showing price changes for various stock categories like British Funds, Foreign Bonds, etc.

FT-ACTUARIES SHARE INDICES

Table showing FT-Actuaries Share Indices for various equity groups and sub-sections, including Capital Goods, Building Materials, etc.

Tanks lose ground

London-registered Financials held the limelight in an otherwise wide trading market. After opening quietly firm prices came under light selling pressure.

NEW HIGHS AND LOWS FOR 1979

Table listing new highs and lows for 1979 across various sectors like Oils, Rubbers, Metals, etc.

NEW LOWS (69)

Table listing new lows for 1979 across various sectors like Oils, Rubbers, Metals, etc.

Oils lack support

The Oil leaders started on a firm note, but initial gains were gradually eroded in the absence of follow-through support.

OFFICE

Table listing office-related stocks and their performance.

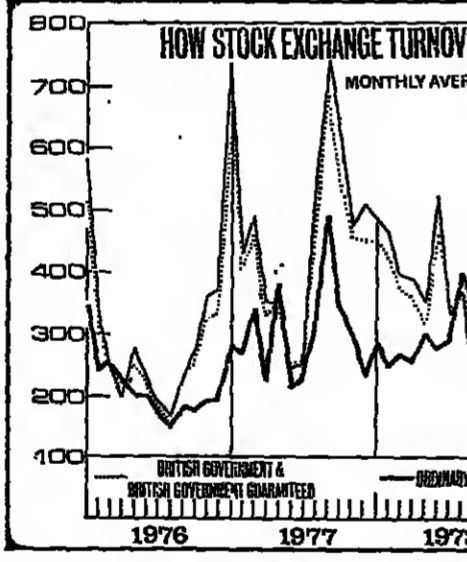
OFFICE

Table listing office-related stocks and their performance.

STOCK EXCHANGE BUSINESS LAST MONTH

Turnover in equities an all-time record

BY GEOFFREY FOSTER
STRONG HOPES of a Conservative victory in the General Election encouraged heavy institutional and public buying of equities last month and pushed turnover in ordinary shares to a record high.



Equity prices last month advanced strongly with institutions providing the main driving force and stock shortage eased.

Table showing the number of bargains and average value per day for various categories like British Govt. and Irish Government.

LONDON TRADED OPTIONS

Table showing London traded options for various stocks like BP, Shell, etc.

RECENT ISSUES

Table listing recent issues in equities, including company names and prices.

FIXED INTEREST STOCKS

Table listing fixed interest stocks and their yields.

RIGHTS OFFERS

Table listing rights offers for various companies.

AUTHORISED UNIT TRUSTS

Table listing various unit trusts such as 1-bay Unit Trst. Mgrs. (a), 2-3 High St. Unit Trst. Mgrs. (a), and others, including their names, addresses, and contact information.

Table listing insurance and property bonds companies like Abney Life Assurance Co. Ltd., Crown Life Assurance Co., and others, with details on their services and contact info.

INSURANCE AND PROPERTY BONDS

Table listing insurance and property bonds companies like Abney Life Assurance Co. Ltd., Crown Life Assurance Co., and others, with details on their services and contact info.

Table listing various unit trusts such as Provincial Life Inv. Co. Ltd., Schlenger Trust Mgrs. Ltd. (a), and others, including their names, addresses, and contact information.

Table listing various unit trusts such as Provincial Life Inv. Co. Ltd., Schlenger Trust Mgrs. Ltd. (a), and others, including their names, addresses, and contact information.

OFFSHORE AND OVERSEAS FUNDS

Table listing offshore and overseas funds such as Alexander Fund, Keyser Ullmann Ltd., and others, including their names, addresses, and contact information.

NOTES

Notes section containing additional information and disclaimers regarding the fund listings.

FT SHARE INFORMATION SERVICE

IDC design and build cost effective develop. plants for industry and commerce

BRITISH FUNDS

Table of British Funds with columns for Stock, Price, and Yield.

Table of Five to Fifteen Years with columns for Stock, Price, and Yield.

Table of Over Fifteen Years with columns for Stock, Price, and Yield.

INTERNATIONAL BANK

Table of International Bank with columns for Stock, Price, and Yield.

COMMONWEALTH & AFRICAN LOANS

Table of Commonwealth & African Loans with columns for Stock, Price, and Yield.

FOREIGN BONDS & RAILS

Table of Foreign Bonds & Rails with columns for Stock, Price, and Yield.

BONDS & RAILS—Cont.

Table of Bonds & Rails with columns for Stock, Price, and Yield.

AMERICANS

Table of American Stocks with columns for Stock, Price, and Yield.

CANADIANS

Table of Canadian Stocks with columns for Stock, Price, and Yield.

BANKS AND HIRE PURCHASE

Table of Banks and Hire Purchase with columns for Stock, Price, and Yield.

BANKS & HP—Continued

Table of Banks & HP with columns for Stock, Price, and Yield.

BEERS, WINES AND SPIRITS

Table of Beers, Wines and Spirits with columns for Stock, Price, and Yield.

BUILDING INDUSTRY, TIMBER AND ROADS

Table of Building Industry, Timber and Roads with columns for Stock, Price, and Yield.

FINANCIAL TIMES PUBLISHED IN LONDON & FRANKFURT

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CHEMICALS, PLASTICS—Cont.

Table of Chemicals, Plastics with columns for Stock, Price, and Yield.

DRAPERY AND STORES

Table of Drapery and Stores with columns for Stock, Price, and Yield.

ELECTRICAL AND RADIO

Table of Electrical and Radio with columns for Stock, Price, and Yield.

CHEMICALS, PLASTICS

Table of Chemicals, Plastics with columns for Stock, Price, and Yield.

ENGINEERING MACHINE TOOLS

Table of Engineering Machine Tools with columns for Stock, Price, and Yield.

ENGINEERING TOOLS

Table of Engineering Tools with columns for Stock, Price, and Yield.

ENGINEERING—Continued

Table of Engineering with columns for Stock, Price, and Yield.

HOTELS AND CATERERS

Table of Hotels and Caterers with columns for Stock, Price, and Yield.

INDUSTRIALS (Misc.)

Table of Industrials (Misc.) with columns for Stock, Price, and Yield.

FOOD, GROCERIES, ETC.

Table of Food, Groceries, Etc. with columns for Stock, Price, and Yield.

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Handwritten signature or mark at the bottom of the page.

Handwritten note in Arabic script: "مكتبة النور"

DAIWA SECURITIES logo and text.

MINES-Continued

Table of mine stocks including Australian and Overseas Traders.

TINS

Table of tin stocks.

COPPER

Table of copper stocks.

MISCELLANEOUS

Table of miscellaneous stocks.

NOTES

Text explaining the notes section, including details on dividends and interest.

MINES

CENTRAL RAND

Table of Central Rand mine stocks.

EASTERN RAND

Table of Eastern Rand mine stocks.

FAR WEST RAND

Table of Far West Rand mine stocks.

Notes regarding the mine stocks section.

REGIONAL MARKETS

Text regarding regional market information.

OPTIONS

3-month Call Rates

Table of 3-month call rates.

Additional notes on options and call rates.

FINANCE, LAND-Continued

Table of finance and land stocks.

OILS

Table of oil stocks.

OVERSEAS TRADERS

Table of overseas trader stocks.

RUBBERS AND SISALS

Table of rubber and sisal stocks.

TEAS

Table of tea stocks.

Sri Lanka

Table of Sri Lanka stocks.

Africa

Table of African stocks.

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O.F.S.

Table of O.F.S. stocks.

FINANCE

Table of finance stocks.

DIAMOND AND PLATINUM

Table of diamond and platinum stocks.

CENTRAL AFRICAN

Table of Central African stocks.

INVESTMENT TRUSTS-Cont.

Table of investment trusts.

PROPERTY-Continued

Table of property stocks.

SHIPPING

Table of shipping stocks.

SHOES AND LEATHER

Table of shoes and leather stocks.

SOUTH AFRICANS

Table of South African stocks.

TEXTILES

Table of textile stocks.

TOBACCOS

Table of tobacco stocks.

TRUSTS, FINANCE, LAND

Table of trusts, finance, and land stocks.

FINANCE, Land, etc.

Table of finance, land, and other stocks.

PROPERTY

Table of property stocks.

INSURANCE

Table of insurance stocks.

PROPERTY-Continued

Table of property stocks.

INSURANCE-Continued

Table of insurance stocks.

LEISURE

Table of leisure stocks.

MOTORS, AIRCRAFT TRADES

Table of motor and aircraft trade stocks.

Commercial Vehicles

Table of commercial vehicle stocks.

Components

Table of component stocks.

Garages and Distributors

Table of garage and distributor stocks.

NEWSPAPERS, PUBLISHERS

Table of newspaper and publisher stocks.

PAPER, PRINTING

Table of paper and printing stocks.

ADVERTISING

Table of advertising stocks.

INSURANCE

Table of insurance stocks.

INDUSTRIALS-Continued

Table of industrial stocks.

INSURANCE-Continued

Table of insurance stocks.

PROPERTY-Continued

Table of property stocks.

INVESTMENT TRUSTS-Cont.

Table of investment trusts.

FINANCE, LAND-Continued

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INDUSTRIALS-Continued

Table of industrial stocks.

INSURANCE-Continued

Table of insurance stocks.

PROPERTY-Continued

Table of property stocks.

INVESTMENT TRUSTS-Cont.

Table of investment trusts.

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O.F.S.

Table of O.F.S. stocks.

FINANCE

Table of finance stocks.

CATERPILLAR

S (MISER)

Recent Issues and Rights Page 30

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Regional Markets section details.

Options section details.

Options section details.

Options section details.

Options section details.

Options section details.

Rent from £125 sq ft... Fairview Creating hires for industry

VALUATIONS FOR C.C.A. Bernard Thorpe LONDON, SW1 TEL: 01-834 6890

Japan's shipbuilding share falls

BY IAN HARGREAVES

JAPAN'S future as the world's leading shipbuilding nation could be in doubt because of the growth of shipbuilding in the developing world and protectionist tendencies in the West.

50 per cent for the first time since 1975. Countries outside Japan and West Europe increased their share from 20.7 to 30.8 per cent.

SHARE OF WORLD SHIPBUILDING ORDERS (%) Table with columns for Japan, Europe, and Others for years 1976, 1977, and 1978.

Mr. Huskisson declined to comment on UK Government policies for shipbuilding and shipping, but he said that a Conservative government would probably be unable to counter the global trends outlined in the report.

Tories promise tough attitude on farm policy

BY CHRISTOPHER PARKES

A CONSERVATIVE Government would be as demanding as the present administration, if not tougher, in its negotiations on the Common Agricultural Policy, Mr. John Peyton, Tory spokesman on agriculture, made plain in London yesterday.



Mr. John Peyton, following in Labour's footsteps

Airlines announce fare rises up to 7%

BY BRIJ KHINDARIS IN GENEVA

AIR PASSENGER fares and cargo rates will be raised between 5 and 7 per cent from May 1 under an agreement reached yesterday by the scheduled airline members of the International Air Transport Association.

As will rates within the Middle East, Africa and Asia. The higher rates will be applied by almost all the airlines which took part in the conference.

Pay offer to civil servants is 'final'

BY PHILIP BASSETT

THE GOVERNMENT made it clear yesterday that its pay offer to 600,000 white-collar civil servants of 9 per cent, with half further staged rises, was "final".

Scottish poll boost for Labour

BY RAY PERMAN, SCOTTISH CORRESPONDENT

LABOUR ENTERS the General Election campaign with its electoral prospects in Scotland greatly improved since the devolution referendum.

parties have benefited slightly from the Tory discomfiture. Labour intends to maintain devolution as a commitment in its manifesto.

Britain to repay \$5bn

as announced in early February, the reserves are to be revalued each March to reflect up-to-date values for gold and non-dollar assets.

Print union loses blacking appeal

BY ALAN PIKE, LABOUR CORRESPONDENT

THE National Graphical Association had "no right to use industrial strength to invade the freedom of the Press," Lord Denning, Master of the Rolls, said in a Court of Appeal judgment against the union yesterday.

16 major concerns. Workers had no option but to obey instructions — if they did not they faced expulsion and possibly the permanent loss of livelihood.

BNOC buy Mesa oil interests

reduce overwhelming dependence on foreign oil companies. Its first purchase in the North Sea, three years ago, was 41 per cent of the Thistle field, in which BNOC now has a 19 per cent interest and is the operator.

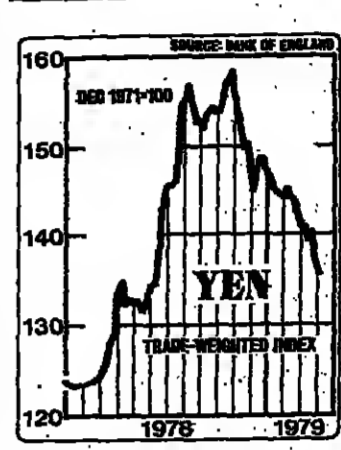
Print union loses blacking appeal

Continued from Page 1. The National Graphical Association had "no right to use industrial strength to invade the freedom of the Press," Lord Denning, Master of the Rolls, said in a Court of Appeal judgment against the union yesterday.

THE LEX COLUMN An exit by the caretaker

Mr. Denis Healey went out in low key with his caretaker Finance Bill, and the markets are left to speculate on the ways in which it was "very different" from the Budget he had planned a week ago.

Index fell 6.9 to 525.3



favour of the yen last year are being reversed, and not even £1.6bn of official support in the last two days has prevented a further sharp deterioration in the exchange rate.

relatively poor performance was that a one-fifth rise in operating costs was roughly double the rate of inflation. Profit sharing schemes and productivity payments nearly doubled the basic salary increases.

Following the new accounting rules Bank of Scotland appears to be adopting a more conservative stance than most. It is only releasing 40 per cent of its deferred tax liability on leasing and its net loan write-offs of £6m are higher than those of Lloyds Bank.

Alexander Howden Shareholders of insurance brokers Alexander Howden looking for a detailed explanation in the annual report of the tumble in taxable profits from £20.4m to £17.7m will be disappointed.

Bank of Scotland

Bank of Scotland's pre-tax profits for 1978-79 are 18 per cent higher at £34.2m. Compared with Clydesdale Bank, where profits for calendar 1978 were just 5 per cent up (leaving aside a £5m exceptional release of bad debt provisions) this performance looks reasonable.

Japanese bonds

The flow of funds back into the dollar has plunged the fixed interest markets of last year's strong currencies into disarray, most spectacularly in Switzerland, and now in Japan.

The rise in expenses is only partly explained by a 22 per cent rise in the wage bill to £13.1m. An important reason must have been the expense of Howden's move to start new offices in Billiter Street.

Weather

UK TODAY SHOWERS, some wintry. London, E. Cen, NW England. Inland frost and fog clearing. Showers, heavy and wintry in places, sunny intervals. Max. 7-9C (45-48F).

Fire advertisement: why add to the problem with water? Now it is possible to fight fire automatically throughout industrial or warehouse premises with dry chemical powder.

WORLDWIDE weather table with columns for city, day, and temperature.

Clinicon Fire Protection advertisement: Waterless Sprinklers. WE BELIEVE WE CAN SAVE £1,000's IN PURCHASE COSTS, REDUCTION OF FIRE DAMAGE, THE ELIMINATION OF WATER DAMAGE.